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Vol. CXV.



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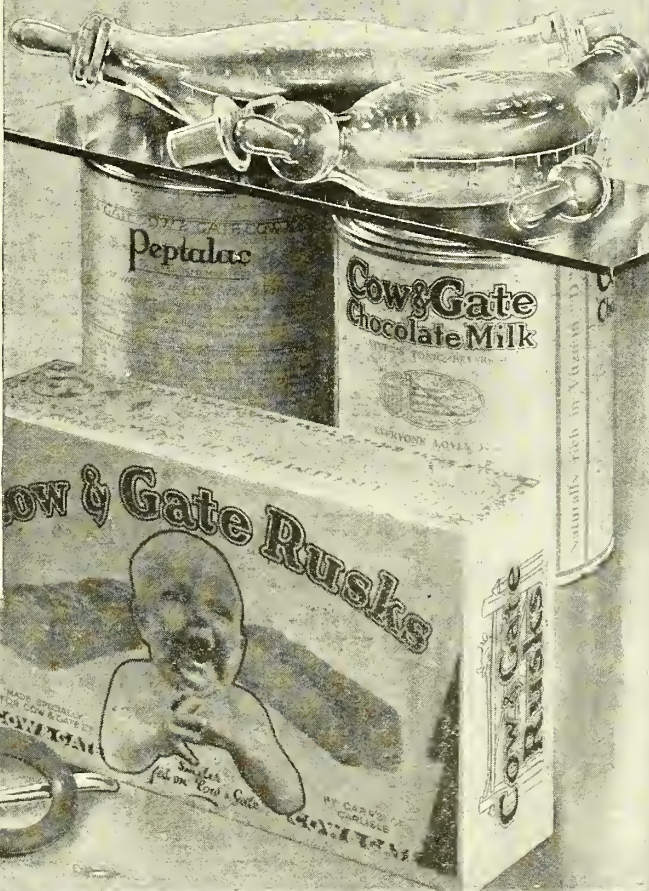
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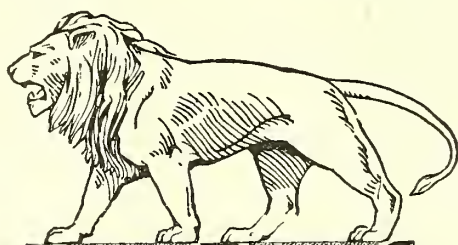
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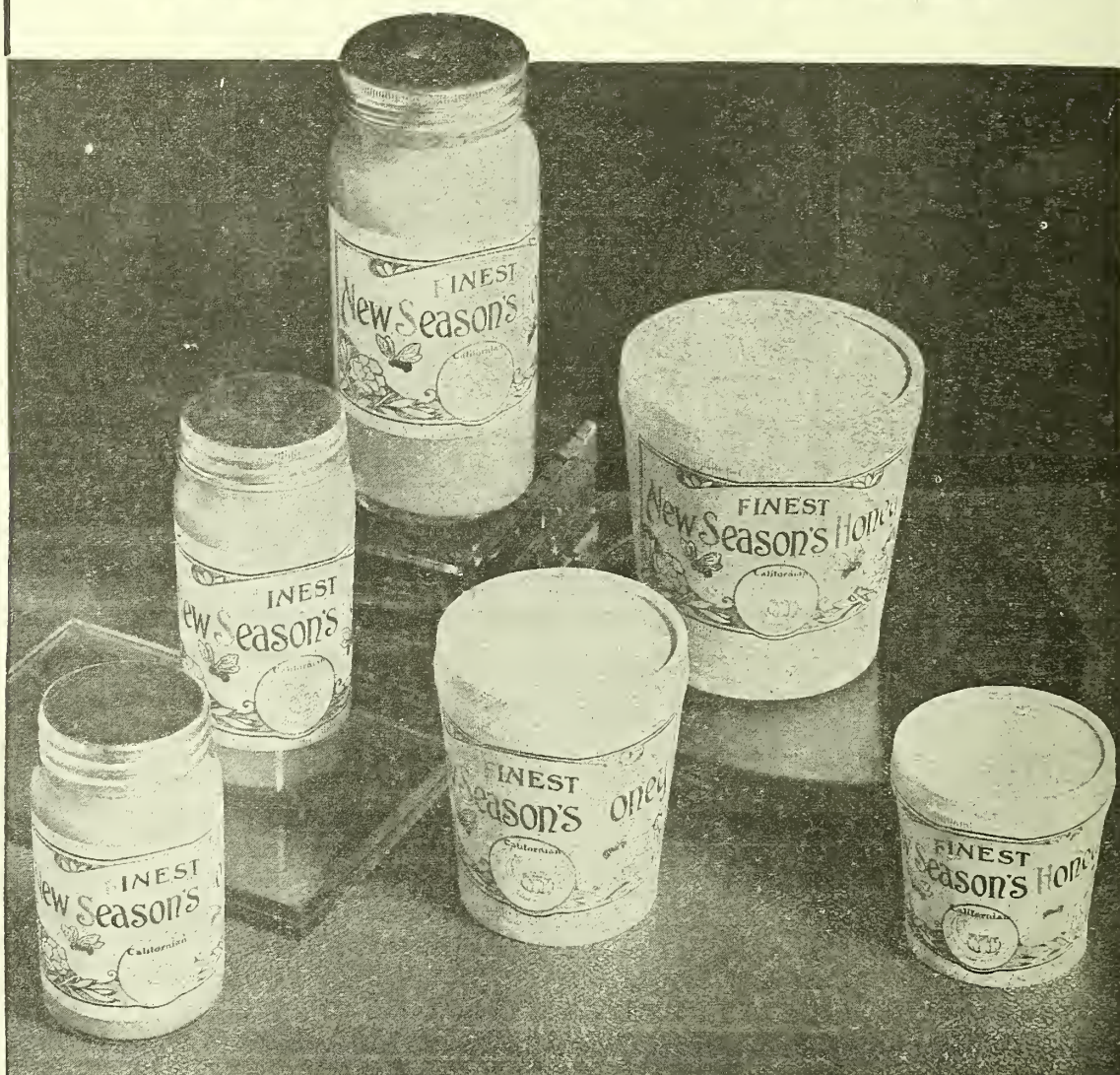
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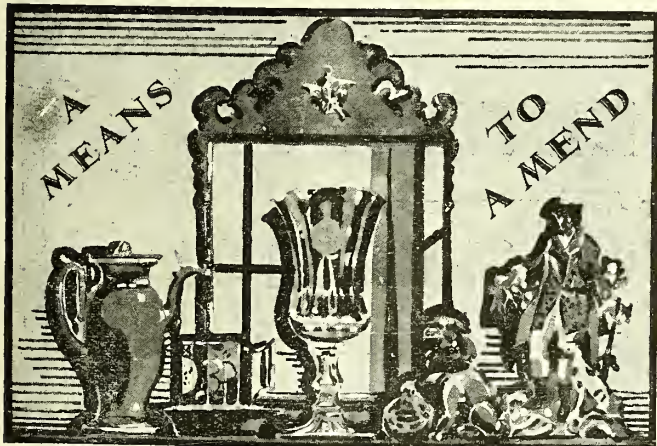
Manufacturing Chemists, LEEDS 'Phone : 20374 (3 lines)

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ANNOUNCING *in the prices of*

ON and after the 14th September, 1931, the prices of "Ovaltine" to the general public in Great Britain and Northern Ireland will be reduced from 1/3d., 2/- and 3/9d. to 1/1d., 1/10d. and 3/3d. per tin.

In the Irish Free State the prices will be reduced from 1/4d., 2/3d., and 4/- to 1/2d., 2/1d. and 3/6d. per tin.

The revised trade prices in Great Britain and Northern Ireland will be 10/4d., 17/7d. and 31/2d. per dozen for the three sizes respectively (Irish Free State 11/2d., 20/- and 33/7d. per dozen).

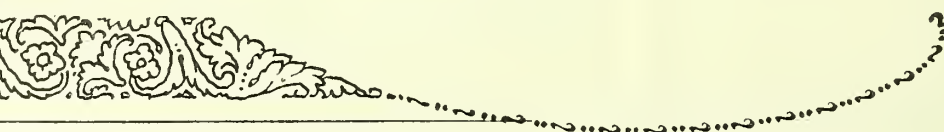
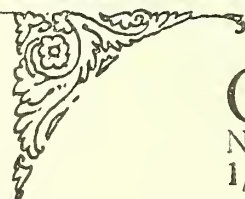
To prevent any loss falling upon our friends in the distributing trades in consequence of these reductions in prices the difference between the old and the revised trade prices will be allowed in "Ovaltine" to each retailer on the stock of "Ovaltine" actually in his possession on the date the reduced prices take effect.

To obtain the allowance, the wrappers from the actual tins in stock on the date the reduced prices come into force must be sent to the "Ovaltine" Factory at King's Langley, Hertfordshire. Allowance will also be made for the cost of carriage on the wrappers. The form printed on the opposite page should be carefully completed and forwarded with the returned wrappers.

The "good news" that "Ovaltine" prices are again reduced will be announced by attractive advertisements in all the leading newspapers and periodicals circulating throughout the country.

The present excellent sales of "Ovaltine" will be largely increased by these price reductions and our convincing publicity.

Be prepared to meet the demand. Order good stocks. Display the distinctive showcards featuring the reduced prices which will be included in each consignment.



REDUCTIONS 'OVALTINE'

CLAIM FOR ALLOWANCE ON STOCK

To A. WANDER, LTD.,
King's Langley, Hertfordshire.

The number of tins of "Ovaltine" actually in stock on the date the reductions in prices came into force, viz: 14th September, 1931, were as under:—

No. of Tins	Size	Product
	Small	"Ovaltine" Tonic Food Beverage
	Medium	" " " "
	Large	" " " "

The above quantities have been carefully checked and the figures are an accurate statement of the numbers held of the respective sizes on the date stated.

It is understood that an allowance will be made by you on this stock for the difference between the old and the reduced trade prices, and that this allowance will be supplied in "Ovaltine," calculated at trade prices. The allowance will include the cost of carriage on the returned wrappers as stated below.

All the outside wrappers from the above mentioned tins are returned herewith for replacement by wrappers bearing the revised prices.

Signature.....

Address.....

Cost of carriage on returned wrappers..... Date.....

(PLEASE WRITE IN BLOCK LETTERS)

IMPORTANT. This form should be completed and returned without delay direct to our Works at King's Langley, Hertfordshire, together with the wrappers from the tins. No claim for an allowance will be entertained after the 21st September, 1931.

The Chemist and Druggist

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AT COMPETITIVE PRICES

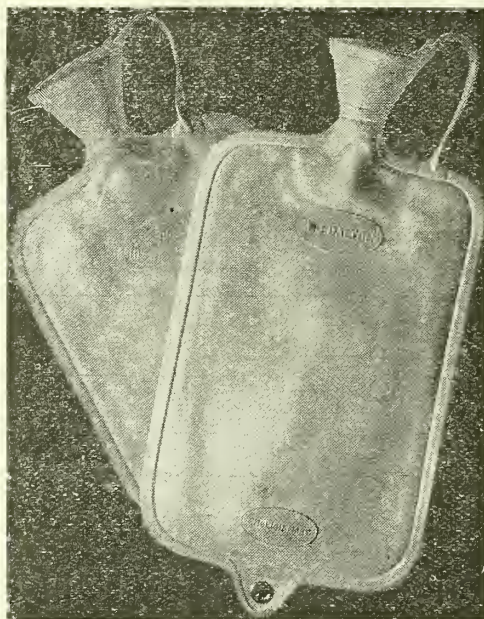
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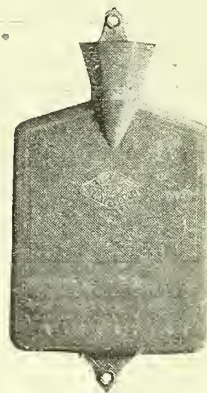
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The "HELIODOR"

		10 by 8	12 by 8
Plain Colours	...	18/-	19/- dozen
1 dozen lots	...	16/-	17/- "
Jazz Colours	...	19/-	20/- "
1 dozen lots	...	17/-	18/- "

The "DIADEM"

		10 by 8	12 by 8
Plain Colours	...	21/-	22/- dozen
1 dozen lots	...	19/-	20/- "
Jazz Colours	...	22/-	23/- "
1 dozen lots	...	20/-	21/- "



The "Diadem"

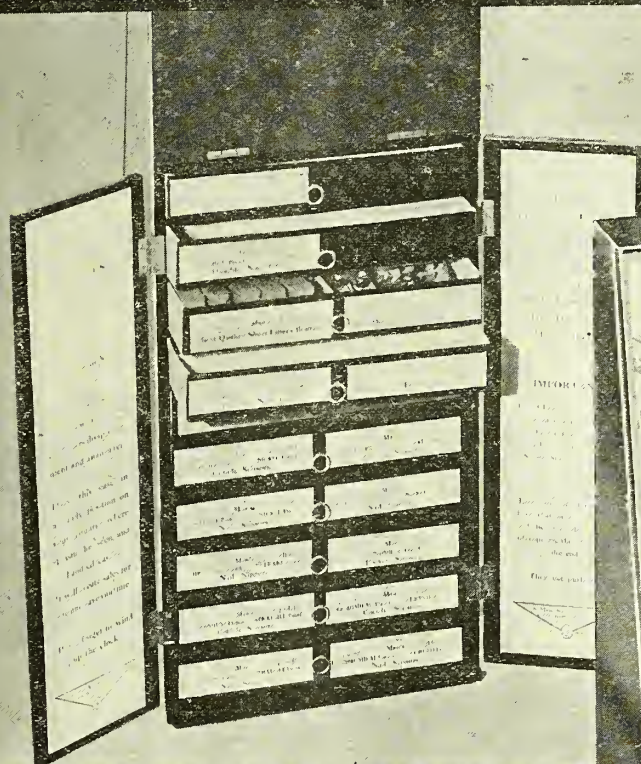
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YOU can give full sales value to the smallest window or counter space if you order your Bob Martin's Condition Powders in the new Miniature Display outers.

If you have only limited room for displays, you will find these handy packings ideal as a constant reminder to your customers that they can buy their Bob Martin's Condition Powders from you.

Many Pharmacists have already found that the attractive window or counter displays that are made in a few moments with these new outers have resulted in a surprising increase in sales.

All Bob Martin's Condition Powders received from wholesalers will be in these miniature outers. If you order direct, and wish to have miniature outers, please ask for them on your order.

Miniature Display outers make even the smallest corner an extra salesman to the two out of every three customers entering your shop who are dog owners.




There is always room on your counter for this Display outer, measuring $3\frac{1}{2} \times 2$ ins. which contains $\frac{1}{4}$ -doz. 6d. packets of Bob Martin's Condition Powders.

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Telephone : Thornton Heath 3014

DOGS WILL NOT COME NEAR IT

Simply sprinkle a little Vemmel and you are sure of a clean frontage and freedom from dogs. Absolutely harmless, yet most efficient. Every Chemist needs Vemmel to keep away dogs, also to keep away rats, mice, beetles, etc., from cellars and store rooms.

VEMMEL

1/6 per tin from Chemists and Stores, or 2/- post free, direct from
THE VEMMEL CHEMICAL COMPANY
80 COLEMAN STREET, LONDON, E.C.2

THERE IS NO SUBSTITUTE FOR VEMMEL



Corks & Stoppers

All progressive business firms are keen buyers. Money saved in buying is extra capital. Nobody to-day can afford to buy other than in the best market.

Mundet

Cork Products Ltd.
12/18 Abbey street
TOWER BRIDGE ROAD London S.E.1
Telegr. Mundetcomp Berm London
Telephone: Hop 2,685



AYRTON'S EXTRACT OF MALT AND/OR MALT WITH OIL 10% OR 15%

SEASON'S CONTRACT 1931-1932



CONTRACTING FOR SEASON'S NEEDS means a big saving in price and a stronger urge to sell, with a resulting increase in turnover and residual profit.

AYRTON'S maintain the high quality on which an enormous sale of Malt Extract preparations has been built up. Only the highest grade Barley is used in the malting processes, and all Cod Liver Oil is imported direct from Norway and guaranteed to be of full Vitamin content.

A very wide range of styles and alternative labels is available, including the "Reservable Series," and an entirely new presentation of the N.H.I. container.

Sample and label specimens sent to any Trading Chemist on request.

Ayrton's are official suppliers of NATIONAL MARK
MALT PRODUCTS and all such may be included in
Season's Contracts to qualify for the special discounts.

EXTRACT OF MALT.

8/6 per dozen
15/0 "
28/0 "
48/6 "
7/6 "
13/6 "
7/0 "
12/9 "
54/0 per cwt.

Amber Jars.. ..	1 lb.
" " " " " "	2 "
" " " " " "	4 "
" " " " " "	7 "
Lever Lidded tins	1 "
" " " " " "	2 "
Containers	1 "
Tinned tops and bottoms	2 "
Bulk (not less than 1 cwt.)	..

EXTRACT MALT WITH OIL.

9/0 per dozen
16/0 "
30/0 "
51/6 "
8/0 "
14/6 "
7/6 "
13/9 "
60/0 per cwt.

TERMS :

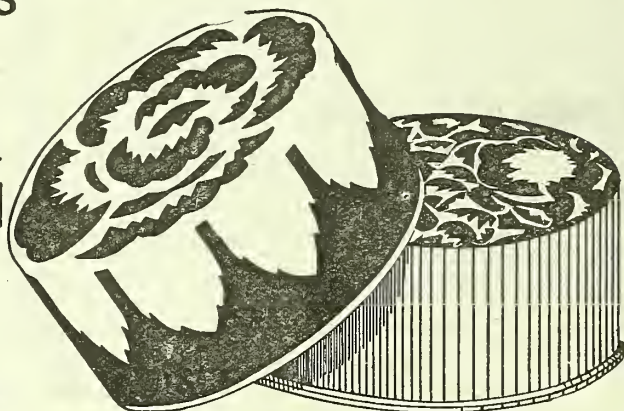
Less than	1 gross 1 lb. or equivalent weights	..	..	Nett
				2½ per cent. discount
1	" "			5 " "
3	" "			7½ " "
9	" "			10 " "
15	" "			12½ " "
30	" "			15 " "
50	" "			

The discount is credited at the expiration of the period on the nett invoice value of the quantities taken during the season.

AYRTON SAUNDERS & CO., LTD. - - LIVERPOOL, ENG.

A NEW POWDER
 "UN PARFUM D'AVENTURE"
L.T. PIVER
 PARIS

a PERFECT POWDER in
 an exquisite lacquered
 metal box.



Wholesale 14/- Retail 1/9

Made in: rachel, rachel foncée, naturelle, blanche, rosée, ocre, ocre rosée No. 1, ocre rosée No. 2
PARSCENT Ltd. 102, Dean St, London, W.1. Telephone Reg. 5260

SWAN DOWN

SPECIAL OFFER

OF A

6d. tube of CREAM

FREE

WITH EACH

1/- box of POWDER.

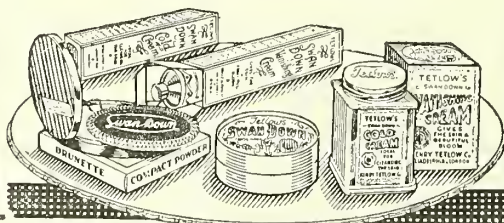
To meet the requests of a
 number of our friends in the
 Trade we have decided to
EXTEND THIS OFFER

TO

SEPTEMBER 30th, 1931

Obtainable through your usual Wholesaler.

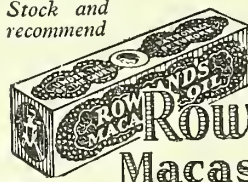
Price list of "Swan Down" Preparations from
HENRY TETLOW COMPANY,
 84 Leadenhall Street, London, E.C.3.



Selling Suggestions

Rowland's Macassar Oil gives the
 hair lasting beauty simply by making
 it perfectly healthy.

Stock and
 recommend



Of all Wholesalers,
 to retail at 3/6,
 7/- and 10/6.

**Rowland's
 Macassar Oil**

J. H. & Co.

A. ROWLAND & SONS, Ltd., 22 Laystall St.,
 Rosebery Avenue, London, E.C.1

TAYLOR'S CIMOLITE TOILET POWDER
 THE PERFECT POWDER FOR NURSERY USE



A perfectly bland and non-irritating Powder, invaluable in
 all cases of Excoriations, Chafing, Roughness of the Skin, etc.
 Recommended by eminent skin doctors and recognised as the
 leading Toilet Powder for over 70 years by the nursing profession.
 Used in the Royal Households.

In deference to the many requests received from users of
 "CIMOLITE," a sprinkler tin to retail at 1/1½ is now available.
 This new packing is in addition to the familiar 1/1½ packet
 which is still on the market.

When ordering please specify TINS or PACKETS.

"CIMOLITE," in all sizes, also CIMOLITE SOAP AND CREAM, is stocked by
 all Wholesale Chemists and Druggists.

TERMS and ILLUSTRATED PRICE LISTS, also **ATTRACTIVE SHOWCARDS,**
 Counter Bills and other selling literature, obtainable from
JOHN TAYLOR, 30 Baker Street, Portman Square,
LONDON, W.1.

HOUBIGANT

New Presentations

HOUBIGANT now offer their well-known Perfumes in two new series to retail at

No. 31 16s. 0d.

No. 30 8s. 6d.

ALL PERFUMES THE SAME PRICE

Modern gilt-finish presentation, luxurious but in quiet, good taste.

Perfumes available :

Quelques Fleurs—Le Temps des Lilas—Ideal—La Rose France—
Subtilité—Quelques Violettes—Coeur de Jeannette—Mon Boudoir
—Un peu d'Ambre—Premier Mai (Lily of the Valley)

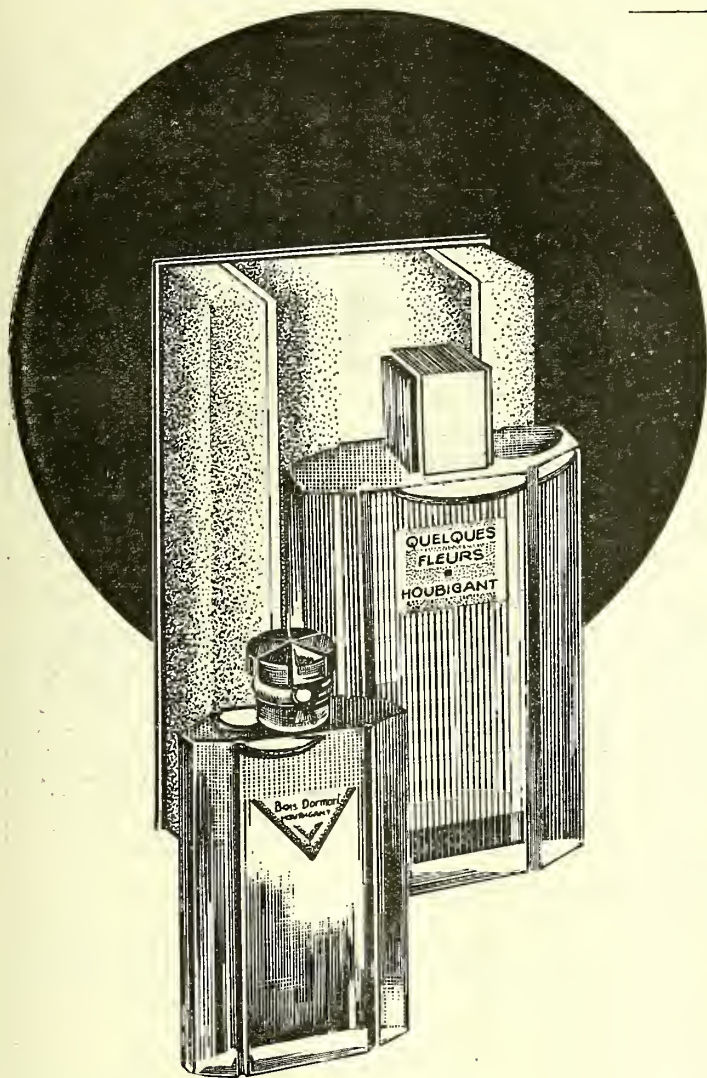
Important Note

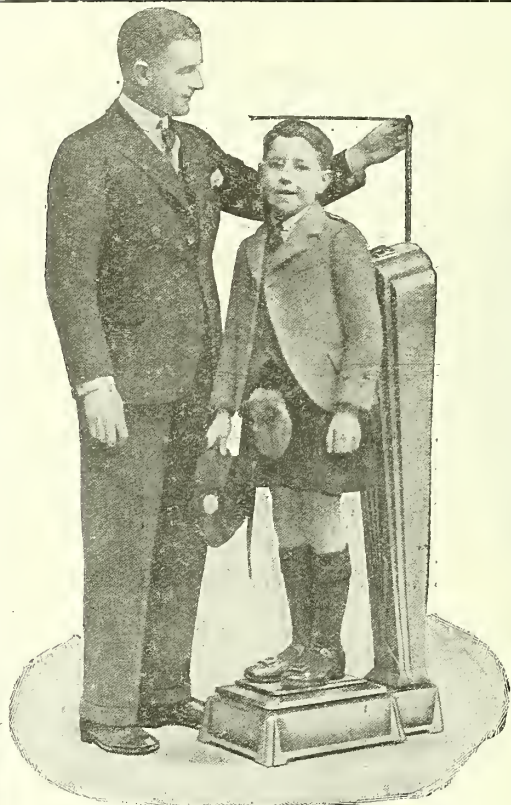
The three latest successes—BOIS DORMANT—FLEUR BIENAIMEE
—and AU MATIN—are now supplied in Series No. 30 at 8s. 6d.

HOUBIGANT

PARIS

LARDEN ROAD PARFUMERIES DE PARIS LIMITED ACTON LONDON





The "DUAL" AUTOWAY. IT WEIGHS—IT MEASURES.

25/- PER MONTH
PAYS

The "DUAL" AUTOWAY

There is no question about it. Every Pharmacy should be equipped with an Automatic Personal Weighing Machine, irrespective of what money it earns.

Weighing facilities are essential in a Pharmacy

THE "DUAL"
PROVIDES
THAT
SERVICE

THE "DUAL"
HANDSOME
COMPACT
IRRÉSISTIBLE

Write for our System of Extended Payments

AUTOWAY CO.

WEIGHING MACHINE MANUFACTURERS
13 WELLINGTON ST., GLASGOW

LONDON - 51 FARRINGDON ROAD, E.C.1
MANCHESTER - 172 CHAPEL STREET

ANOTHER JACKEL'S HAIR CREAM

To meet a widespread demand we are now marketing a new preparation named Oilafix. It is merely our well-known non-greasy Hair Cream with added oil. Oilafix does not compete with Jackel's Hair Cream—but you should stock both. Many customers to-day demand an oil Cream.

Both are the best of their class—

The original and leading Creams.

OILAFIX Trade Terms:
12/- per doz., retailing at 1/6 per bott.
20/- per doz., retailing at 2/6 per bott.

JACKEL'S HAIR CREAM
11/6 per doz., retailing at 1/6 per bott.
18/- per doz., retailing at 2/6 per bott.

JACKEL et CIE (of Paris) Ltd.
GLASGOW, C.2

London Agents: THE PHIL-SANO Co., Ltd., Craven House, Kingsway, W.C.2



Dorin Rouge Brunette also LIPSTICK 719

are advertised in Daily Mail

SAMPLES ARE BEING SENT
WATCH YOUR STOCK

DORIN, 8 Roxburghe House
273 REGENT STREET, W.1

ANTISEPTIC CREAM FOR THE SKIN AND COMPLEXION

Invaluable during the Summer months for Soothing and Protecting the Skin, rendering it soft and supple. Useful either as a Day or Night Cream.

1-oz. 8/6 per doz. pots. 2-oz. 15/- per doz. pots. 4-oz. 25/- per doz. pots.

New and Attractive Show Card, FREE.

CHEMIST'S OWN NAME AND ADDRESS PRINTED FREE ON 3 DOZEN.

—MANUFACTURED BY—

C. J. HEWLETT & SON, LTD., 35/42 Charlotte St., London, E.C.2



*May we have the pleasure of sharing
our ever-increasing success with you?*

Only three years ago Harriet Hubbard Ayer beauty preparations began to be sold in Great Britain. To-day they are used regularly by an ever-growing number of discriminating British women — stocked by important retailers all over the country.

This amazing growth in popularity is due, first, to the obvious improvement women see in their looks after only a few days of treatment. Secondly, to the very clever way in which Harriet Hubbard Ayer preparations are planned—each cream and lotion fulfilling more than one function. LUXURIA, the favourite, for instance, combines the virtues of a cleanser, a skin food and a bleacher.

Widespread advertising in the national press and women's periodicals has also played a useful part in the rapid increase of demand.

Write to Harriet Hubbard Ayer Ltd., 130 Regent Street, London, W.1, for our catalogue and terms. Or, if you prefer it, call and see our spacious new showrooms and receive all particulars personally.

The retail prices of the famous LUXURIA Cream are 2/3, 4/6, 8/6, 11/9.

Ayeristocrat Theatrical Powder: 2/3, 3/3, 6/3.

Almond Honey Cucumber Lotion: 3/6, 7/6.

Beautifying Face Cream: 4/6, 7/6, 18/9, 30/6.

HARRIET HUBBARD AYER

Beauty Preparations

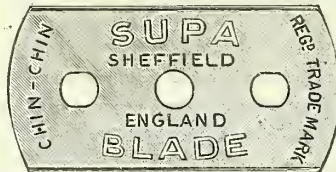
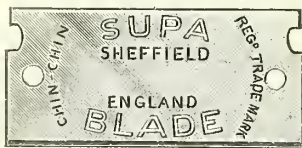
LTD

PARIS

LONDON

NEW YORK

The New **SUPA** Safety Razor Blades



DEFY COMPETITION

Send for Samples
and Prices

THE WAFER RAZOR CO., LTD., 260 Earsham St., Sheffield
Makers of the World-famous Chin-Chin Blades

RODGERS QUALITY —and the lowest price in Sheffield!

Rodgers Scissors have always sold on quality, now they sell on price as well. The card illustrated costs you 6/6 and the scissors sell at prices ranging from 1/4 to 2/2, showing you a net profit of 3/3 per card. Buy British and help to reduce unemployment and taxation.

Order Card No. E. 7174/C.D., and see how the scissors sell themselves.

Joseph Rodgers & Sons, Ltd.
Cutlery to His Majesty,
SHEFFIELD.

4in. 10/4
5 in. 10/9
5 1/2 in. 11/9
6 in. 13/6
6 1/2 in. 15/3
7 in. 17/-
per doz.

THIS CARD
6/6

**OVER
53% !!**

This Profit on your outlay is guaranteed to you by

The FLEET Blade



*A Sheffield
Product from the
Molten Steel to the
Finished Blade.*

Retails at 3 for 7½d.

Liberal trade-making samples
given to new stockists.

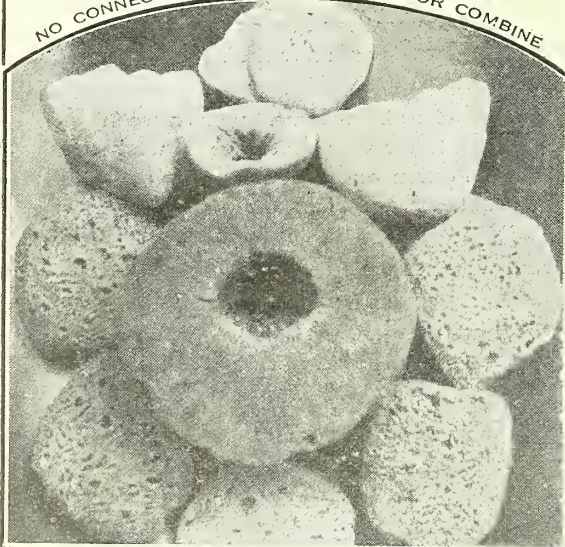
Bonus offered for Window
Displays.

Sample and terms from sole makers:—

DOMINION STEEL CORPORATION, Ltd.
Fleet Works, Queen's Road, SHEFFIELD.

S P O N G E S

NO CONNECTION WITH ANY TRUST OR COMBINE



JOHN S. TSIPIS

129 Finsbury Pavement, Moorgate, London, E.C.2

LARGE STOCKS CARRIED OF ALL SPECIES
OF MEDITERRANEAN SPONGES.

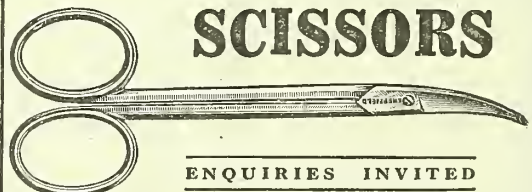
Clients' Requirements receive Personal Attention.
TEL. : MET 7784. TELEG. : TSIPIS, LONDON.

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

BEST BRITISH RUSHES

Please write for full Particulars to :
75 FARRINGDON ROAD, E.C.1.



ENQUIRIES INVITED

GILL, HERBERT & CO., Ltd.

CUTLERY MANUFACTURERS,
Wheeldon Street, SHEFFIELD

*THE PERFECT
PACKAGE
BAKELITE
&
OPAL*

PRICES
ON
APPLICATION

STOCKS KEPT
OF IMPORTANT
SIZES

OPAL JARS MADE BY THE HAZEL ATLAS GLASS CO.

BAKELITE CAPS MADE BY ARMSTRONG CORK CO.

SUPPLIED ONLY IN WHOLESALE QUANTITIES BY

THE INTERNATIONAL BOTTLE CO. L^{TD.}

48 FORE STREET, LONDON, E.C.2.

GRAMS :
AUTREFOIS
LONDON

SMALL QUANTITIES OBTAINABLE THROUGH PRINCIPAL DRUGGIST HOUSES

B B

PHONE :
MET. 6161
4 LINES

COPYRIGHT



★ *Soir de Paris* ★
 ★ IS NOW THE GREAT ★ VOGUE
 ★

THE LATEST SALES AID

To assist our customers in displaying this successful series we have designed a new show stand, moderate in size but marvellously effective. And for the first time we are making an attractive

BONUS OFFER

showing you a substantial extra profit
 for Autumn and Christmas Trade.



Write for this Free Display Stand
 and particulars of the Bonus Offer.

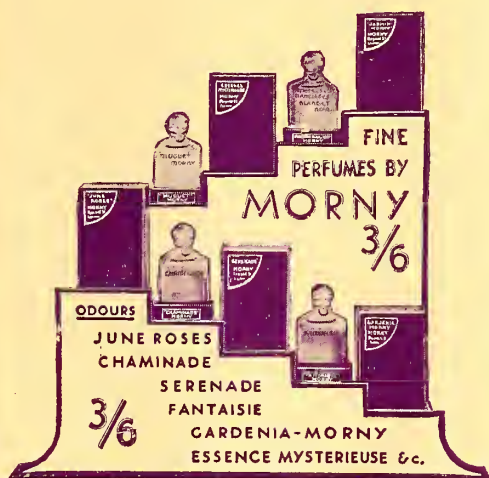
Paris **BOURJOIS** London

A. BOURJOIS ET CIE., LTD., 4, WATER LANE, LONDON, E.C.4

MORNY

FINE PERFUMES

IN THE NEW POPULAR SIZE



Obtainable in Twelve Fragrances—

- "CHAMINADE"
- "JUNE ROSES"
- "GARDENIA-MORNY"
- "JASMIN-MORNY"
- "MUGUET-MORNY"
- "SWEET PEA-MORNY"
- "NARCISSES BLANC ET NOIR"
- "NUIT DE CARNAVAL"
- "RUSSIAN HEATHER"
- "FANTASIE"
- "MYSTERIEUSE"
- "SERENADE"

MINIMUM RETAIL
PRICE

3/6

IN
GREAT BRITAIN

SUBJECT TO USUAL TERMS.

Morny perfumes in the new popular size have aroused considerable public interest. They represent the newest and most elegant style of perfume presentation and afford the best introduction to a full range of **Morny Toilet Products.**

*A display stand to show nine perfumes of this size is offered to our retail friends, and will be sent **on request** with all orders which include one dozen popular size perfumes.*

MORNY FRÈRES LIMITED **6** NEW BURLINGTON STREET, LONDON, W.1

INCOMPARABLE

June



No. 90.

Contents:

1/3 "June" Perfume
1/- "June" Compact
9d. "June" Vanishing Cream

Retail each - - 3/-
Per dozen - - 24/-



No 91

Contents:

1/3 "June" Perfume
1/- "June" Compact
9d. "June" Vanishing Cream
6d. "June" Cold Cream

Retail each - - 3/6
Per dozen - - 28/-

NO CHARGE FOR CASES

The Retail Price of each coffret represents actual value of CONTENTS. All popular standard lines in the "June" Perfumery Series



No. 93.

Contents:

1/3 "June" Perfume
6d. "June" Vanishing Cream
6d. "June" Cold Cream
6d. "June" Beauty Powder

Retail each - - 2/9
Per dozen - - 22/-



No. 94.

Contents:

3 x 3d. "June" Bath Tablets
9d. "June" Talcum Powder
1/- "June" Soap

Retail each - - 2/6
Per dozen - - 20/-



No. 92.

Contents:

2 x 6d. "June" Soap
1/3 "June" Perfume

Retail each - 2/3
Per dozen - 18/-

REMEMBER—June Coffrets were the best sellers of the 1930 Season. This year they will be in greater demand than ever

Xmas Gift Sets

AT PRICES

IN KEEPING WITH THE TIMES



No. 98.
Contents :
2/6 "June"
Perfume
2/6 "June" Slide Compact
Retail each - 5/-
Per dozen - 40/-



No. 99.
Contents :
2/6 "June" Slide Compact
4/6 "June" Perfume
Retail each - 7/-
Per dozen - 56/-



No. 100
Contents :
1/3 "June" Beauty Powder (Rola Box)
1/3 "June" Perfume
9d. "June" Vanishing Cream
Retail each - - 3/3
Per dozen - - 26/-



No. 96. Contents :
1/3 "June" Perfume
1/- "June" Compact
6d. "June" Soap
1/3 "June" Beauty Powder (Rola Box)
9d. "June" Talcum
9d. "June" Vanishing Cream
Retail each - - 5/6
Per dozen - - 44/-

Nos. 95, 96 & 100
contain the wonderful
New Rola Box of
"June" Beauty Powder



No. 95.
Contents :
1/3 "June" Perfume
1/- "June" Compact
9d. "June" Talcum
9d. "June" Vanishing Cream
1/3 "June" Beauty Powder (Rola Box)
Retail each - - 5/-
Per dozen - - 40/-

Make sure of your supplies by sending your orders now.

Orders can be booked for delivery on any forward date.

:: Goods will be invoiced as date of despatch ::

SAVILLE PERFUMERY LTD., WATFORD



CAT. 52 9 Retail 2 6.
Contains 9 tablets Soap.

Midgley's Soap Novelties

are a source of increasing interest to buyers of all ages. They combine utility with outstanding novelty and elegance. They are equally intriguing to young and old—the lines for kiddies are a positive delight. Grown-ups find in others an originality most compelling.

The new season's items include over thirty packs in the Novelty class. Retailing from 6d. to 4/6, they are especially suited for stimulating the Christmas shopping instinct when money is tight and more expensive presents out of the question. Last year our customers almost without exception reported

**“ALL SOLD OUT
before Xmas EVE”**

and it is scarcely an exaggeration to say they have only to be shown to be sold.

Send now for New Season's List of Midgley's Soap Novelties to

Charles Midgley Limited,
325 City Road, Manchester

*Obtainable also through any Wholesale House, and from
our Associated Company*

EVANS SONS LESCHER & WEBB LTD. LIVERPOOL LONDON DUBLIN

BRONNLEY'S

Toilet Luxuries



Mere illustration cannot do justice to the beauty of design and colouring of

BRONNLEY'S
TOILETRIES DE LUXE
for the coming season.

Although the prices are so moderate as to be within the means of your clientele, the margin of profit is liberal and the quality is—BRONNLEY'S.

WRITE FOR ILLUSTRATED PRICE LIST.

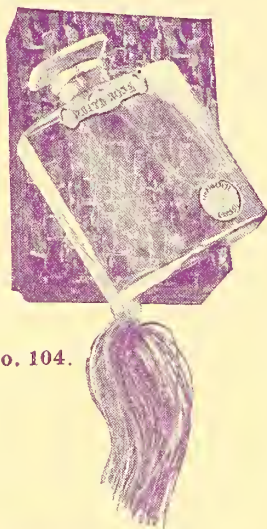
H. BRONNLEY & CO. LTD.
LONDON, W.3.

C C *

ARNAUD'S *famous* perfumery for the Christmas Trade



No. 110.



No. 104.



No. 112.



No. 314.



No. 209.

These illustrations represent a few from the vast choice of perfumery packs we can offer.

SEND FOR LIST ILLUSTRATED IN COLOURS

No. 104 Retail 5/- Pull-out cases with Silk tassels 3/6 each

„ 110 „ 3/- Floral Spray Perfumes 24/- doz.

„ 112 „ 1/6 1/2 oz. Modern stoppered bottles 12/- „

„ 209 „ 17/6 (reputed) 1 Pint Wickered Colognes 11/- each.

„ 314 „ 10 (reputed) 1/2 Pint Wickered Lavender Water 6/- each.

Potter &

60-64 ARTILLERY LANE,

POT-POURRI

in a great variety of packings

Genuine Satsuma Jar

*an attractive and artistic pack
filled with the choicest Pot-Pourri
of perfumed flowers.*

Price 42/- doz.



My Lady's Garden

*A Pot-Pourri of sweetly perfumed
flowers in a beautiful polished wood
box, daintily finished.
A beautiful gift.*

Price 14/- doz. Retail 2/- each

THESE ARE TWO SPECIMENS FROM
OUR LIST. PLEASE SEND FOR OUR
POT-POURRI LIST PRINTED IN COLOURS
AND MAKE YOUR CHOICE FROM THIS.

Clarke, Ltd.

LONDON E.1.

MANCHESTER :
24 LUNA STREET, GT. ANCOATS.

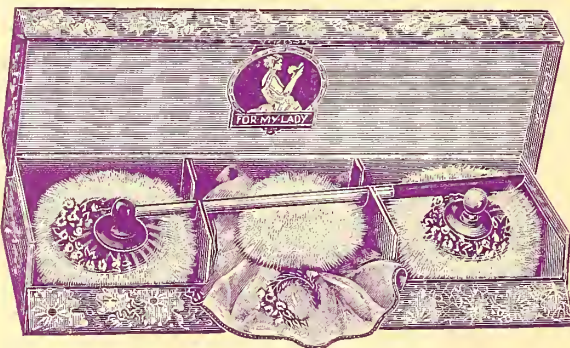
'Phone :—Bishopsgate
4761—5 lines.

'Grams :—Horsehound,
'phone, London
(2 words).

NERISSA
Regd.

POWDER PUFFS

ATTRACTIVELY BOXED
FOR PRESENTATION
IN ALL STYLES AND PRICES.
FULL DETAILS IN OUR LATEST CATALOGUE.



TWO PIECE AND THREE PIECE OUTFITS.
ALSO INDIVIDUALLY BOXED.

**SOLPORT'S
GOODS
ARE
GOOD GOODS**

OCTAGONAL
AND OTHER
FANCY BOXES.



HANDKERCHIEF PUFFS

IN GREAT VARIETY.

Write for details of our
SPECIAL OFFER
of a handsome
DISPLAY
FOR HANDKERCHIEF PUFFS
FOR THE COUNTER.



Portia
Regd.

WATERPROOF TRAVELLING COMPANIONS

HANDY
AND
COMPACT.

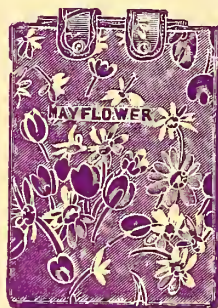
Ideal for
Presentation.

IN ALL
STYLES
AND
PRICES.



PRESENTATION COVERS FOR HOT WATER BOTTLES.

WE MAKE A COMPREHENSIVE RANGE OF
COVERS IN ALL STYLES, BOTH PLAIN AND
FANCY, AT COMPETITIVE PRICES.



BRITISH
MADE
FROM
BRITISH
MATERIALS

SEE OUR LATEST CATALOGUE FOR FULL DETAILS.

THE BEST OF ALL BRITISH COVERS
is **QUALITY H 14A**

SOLPORT
BROTHERS LIMITED
ESTABLISHED 1857.

SOLE MANUFACTURERS.

SUPPLIES OBTAINABLE FROM ALL LEADING WHOLESALE
HOUSES. IF ANY DIFFICULTY IN OBTAINING WRITE DIRECT TO
184-192 GOSWELL ROAD, LONDON, E.C.1

20,000,000 People are being constantly reminded by over 400 advertisements.

One of the most extensive advertising campaigns ever launched for Toiletary and Perfumery Articles is now widening the demand for "4711" Eau de Cologne and "4711" Beauty Aids. More than 400 different advertisements have, during 1931, appeared in the really important and most influential newspapers and magazines in the Country. 900 cinemas have already booked the "4711" Talking Film.

The combined circulations of the publications used ensure that at least 20 million people are being encouraged again and again to ask for "4711" Toilettries. A goodly proportion of this demand can easily come to you if you stock and display the well-known Blue and Gold Series, which, in one form or another caters for every Toiletary need for men and women.

The artistic, easily recognised packings simplify the salesman's task and the purity and fine quality of the articles ensure repeat orders from satisfied customers.

Complete your stock *now* in good time for the Christmas rush and take every advantage of this advertising campaign by carrying complete ranges of every "4711" line that your particular class of business demands.

Remember that you can safely order large stocks of "4711" products for the Christmas trade.

It is in regular demand always and is therefore 100% good stock.



Three famous Blue & Gold series—
"4711" TOSCA, RHINEGOLD and
EAU DE COLOGNE TOILETRIES.

WRITE NOW for Illustrated List and terms, and for the SPECIAL LIST of "4711" CHRISTMAS COFFRETS, to the sole importers:
R. J. REUTER COMPANY, LTD., 69, Carter Lane, London, E.C.4.



Genuine
Eau de
Cologne
Blue & Gold Label

These two



TERMS

Quarter dozen FREE boxes per 3 dozen

COST	SELLING
3 doz. Xmas Gift boxes @ 24/-	3 doz. Xmas Gift boxes @ 36/-
£3 12 0	£5 8 0
¼ doz. ditto... FREE	¼ doz. ditto at 36/- ...
	9 0
Total ... £3 12 0	Total ... £5 17 0

PROFIT £2 5s. on a £3 12s. outlay!

No bonus on less than 3 dozen.

Order early to avoid disappointment

ADVERTISING FOR WILLIAMS SHAVING CREAM AND AQUA VELVA

Since the commencement of the present advertising campaign for Williams Shaving Cream and Aqua Velva—Williams' biggest campaign yet!—the public demand for these fine products has increased beyond all anticipation. It is the intention of the J. B. Williams Company to maintain this advertising on an intensive national scale until both Williams Shaving Cream and Aqua Velva have achieved the popularity and success at present enjoyed by the now famous Marbelite Holder Top Shaving Stick—

DEPEND UPON IT — WILLIAMS
SHAVING CREAM AND AQUA VELVA
HAVE COME TO STAY!

Handsome leatherette box, lined gilt, containing 2½ oz. bottle of Aqua Velva and large size tube of Williams Luxury Shaving Cream COMPLETE 3/-

Williams

Sole Distributor (to whom orders should be addressed) **W. H. THOMAS**

attractive Williams CHRISTMAS PACKS

answer the question
“What shall I give him?”

Reasonably priced... smart... useful: these Williams Gift Boxes are bound to win favour this coming Christmas. More especially will they appeal to your women customers, for they supply a long felt want—a reasonable answer to the question “What shall I give him?”—a question which every woman asks herself over and over again every Christmas. Lay in an adequate stock of these Gift Boxes. They are sure to prove quick sellers, and each one carries with it a handsome profit for the retailer.



Handsome leatherette box, lined gilt, containing 2½ oz. bottle of Aqua Velva and Williams Holder Top Shaving Stick in Marbelite Case ... COMPLETE 3/6

SHAVING STICK—SHAVING CREAM—AQUA VELVA

50/52 UNION STREET, LONDON, S.E.1

Issued by the J. B. Williams Company.

PERFUMERY____ IN KEEPING____ WITH THE____ TIMES_____

ean

A very
popular
range
packed in a
modern style
at prices
in keeping
with
present day
requirements

*Send for this Catalogue now.
It illustrates 68 items from the
attractive Jean Ravon series*



Ravon

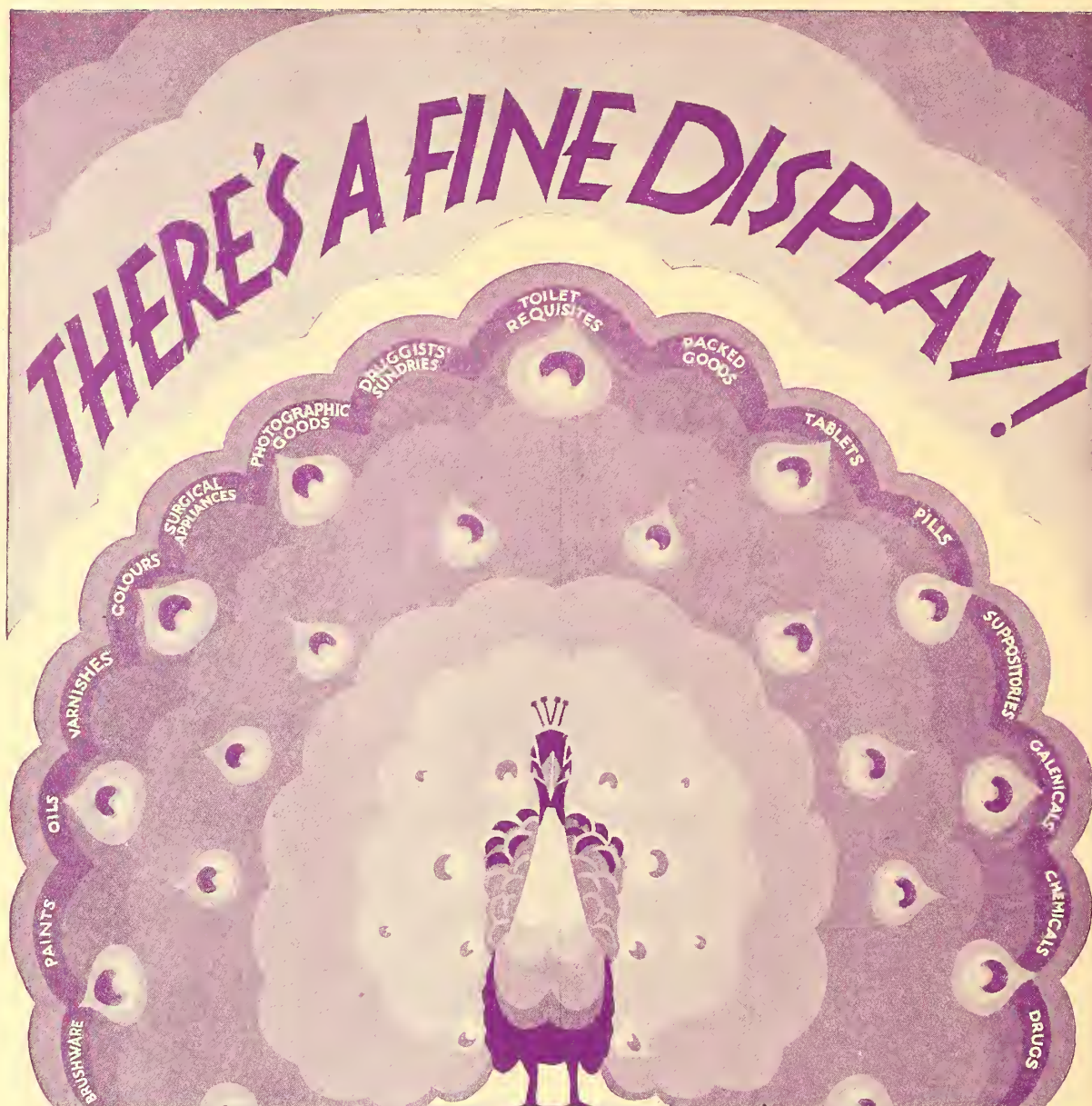
*The items
illustrated here
convey only an
idea of the
attractiveness
of the selection
available*



CUSSONS, SONS & CO. LTD.
KERSAL VALE ————— MANCHESTER

LONDON SHOWROOMS: NORWICH HOUSE,
SOUTHAMPTON ST., HIGH HOLBORN, W.C.2





CHEMISTS' EXHIBITION, LEEDS, Stands 27, 28 & 29

We are assembling a display which will present many unique features and will repay inspection by every retailer who is on the look out for profitable lines. It will give us real pleasure to meet you at STANDS Nos. 27, 28 and 29.

HIRST, BROOKE & HIRST, L^{td}.
MILLGARTH MILLS, LEEDS.

DUBARRY'S NEW POWDRETTES

MOULDED
WITH
AS PERFECT
PRECISION
AS IF
MADE
IN
PRECIOUS
METAL

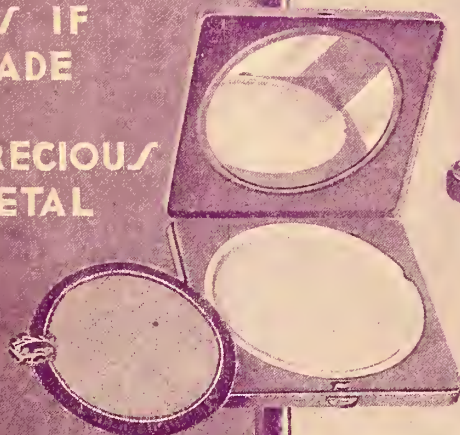
MADE TO LAST
YET LIGHT
ENOUGH
FOR MODERN
TASTE
THE SPRING
FASTENING
PERFECT
IN ACTION



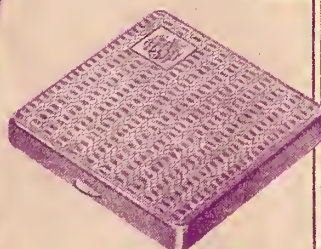
SQUARE
CASE
"PLATINOID"
FINISH



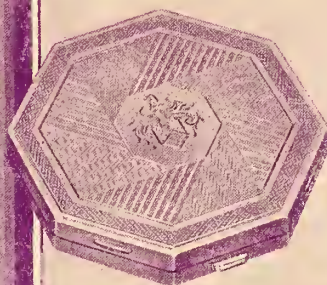
OF
EXQUISITE
FINISH
&
DESIGN



SQUARE
CASE
"PERMAGOLD"
FINISH



MODERN AS
TO-MORROW



OCTAGONAL
CASE
"PLATINOID"
FINISH



DUBARRY BROMPTON RD LONDON

SPECIAL OFFER

One of each model

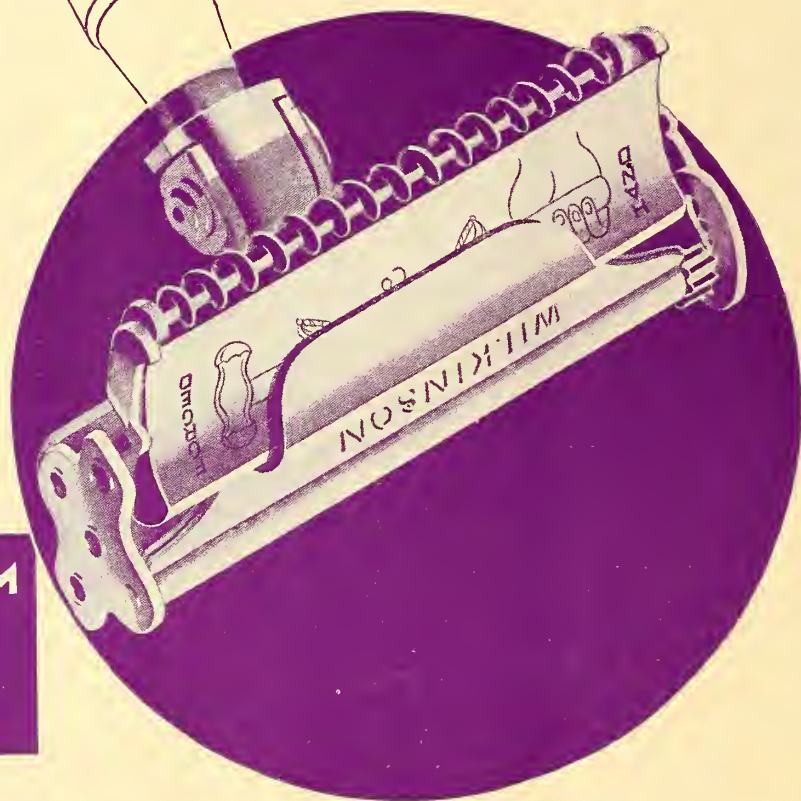
3 for 5/- post
free
(Retail 2/6 each)

This SPECIAL OFFER will enable you to compare these powdrettes with every other compact on the market. A comparison will prove to you that they are superior in every respect and induce you to give them special prominence both in your Christmas order and in window display.

WILKINSON announce the NEW HOLLOW GROUND RAZOR

- ▶ SWIFT SELLING TO THE MARKET THAT IS MADE ...
- ▶ SUPPORTED BY THE FINEST RAZOR REPUTATION OF TO-DAY ...
- ▶ SOLD THROUGHOUT THE COUNTRY BY NATIONAL PRESS ...

Hollow Ground Blades, because they are the keenest, because they can be stropped, because they are the best. Only the best blades are good enough for the Wilkinson Razor, which with its positive automatic stropping, its roller guard, ease in cleaning and simplicity of action, is designed to give the closest, the most comfortable shave possible. A great advertising campaign is even now telling the public about it, creating a demand by which you can profit. Make certain of having an ample stock ready.



PRICES FROM
7/6

The NEW

WILKINSON-RAZOR

Manufactured by THE WILKINSON SWORD CO., Oakley Works, Southfield Rd., Acton, W.4

Pomona

BRITAIN'S NEWEST
SOAPS

ALL WHITE SOAPS

POPULAR
PERFUMES

WRAPPED IN
VARYING COLOURS
OF CELLOPHANE

F. 1/6

L. 2

L. 3

L. 4

Oil
Painted
Glass
Top

EVERYTHING
IS BRITISH



Beautiful Plaster Model of
POMONA sent FREE with
£5 Orders

Usual Trade References with
new accounts, please.

TRADE MARK



That the Trade appreciates Gifts that are
different is shown by the fact that we have
sold since June twice the number of these
handsome caskets we originally bought.

Let us send you, with artistic show
material and perfumed cards, the following
Special Sample Order, carriage paid

	s.	d.
Ref. No. 1. Oval Trinket Box, Tied with ribbon. Containing large Bath Tablet ... 1 doz.	8	6
Ref. No. F1/6. Glove Box. Containing 3 Round Bath Tablets ... 4 doz.	4	9
Ref. No. F7/10. Handkerchief Box. Containing 4 large Cushion Bath Tablets ... 6 doz.	3	10
Ref. No. L3 Handkerchief Box. Containing 6 Tablets Toilet Soap ... 4 doz.	5	3
Ref. No. L2 ditto ... 6 doz.	4	2
Ref. No. L4 ditto 6 Bath Tablets ... 6 doz.	8	6
Ref. No. L1 ditto 4 Bath Tablets ... 6 doz.	6	4
	£2	1 4

With one each Oil-painted
Glass Topped Boxes as illus.
at 8/6 and 6/- each

	14	6
Less 5%	£2	15 10
	2	9
Nett	£2	13 1
Realises at least	£4	1 3

POMONA SOAP CO. Ltd. 194 Gt. Portland St. LONDON, W.
Independent Makers of Fine Soaps for over 60 years. General Manager: MARTIN J. ROSEKILLY

The Latest Additions

to the

SWAN-DOWN

Toilet Series

GIFT SET

in velour covered case, lined pale mauve silk, containing:

Nickel-plated Compact Powder, Perfume of the same fragrance as the powder and a tube of SwanDown Vanishing Cream.

Price **3/6** each.

PERFUME

also supplied separately in display boxes, containing one dozen.

Price **1/-** per bottle.

These new creations will be extensively advertised for the Christmas shopping season.

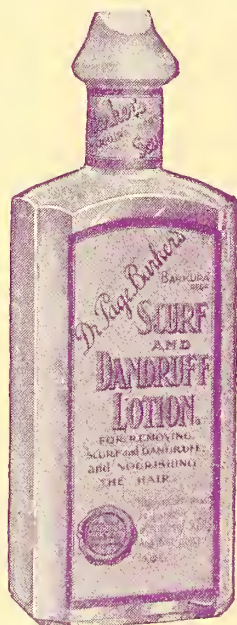
Obtain your supplies from your usual wholesaler, or from:

HENRY TETLOW COMPANY,
84 Leadenhall St., London, E.C.3.

TETLOW'S

SwanDown
Perfume

PER 1/- BOTTLE



With every order for 3 dozen you get three 2/6 bottles as bonus, handsome metal showstand, and attractive showcards.

Dr. Page-Barker's Scurf & DANDRUFF LOTION

The recognised specific for scurf

EVERY bottle of Dr. Page-Barker's Scurf Lotion bears a positive guarantee that it will eradicate scurf or the purchase price will be refunded. This makes it the easiest to sell of all hair and scalp specifics. And the profit is handsome.

PER 18/- DOZEN

SEE OUR NEW & ARTISTIC SHOWCARDS

WRITE FOR EXPORT TERMS

2/6

P.A.T.A

THOS. CHRISTY & CO., 4-12 OLD SWAN LANE, LONDON, E.C.4

MOUSON



Again Unbeatable for Xmas Presents

*Here are some Mouson Quality lines
at prices within
the reach of all.
Just compare.*



No. 4523
Retail Price
3/-

Comprising
1 Bottle Perfume
1 Box Face Powder, R. or N.
1 Tablet Soap
1 Tube Cream
Lilac only



No. 4223
Retail Price
2/9

Comprising
1 Bottle Perfume
1 Tablet Toilet Soap
Lilac or Rose



No. 4521
Retail Price
2/9

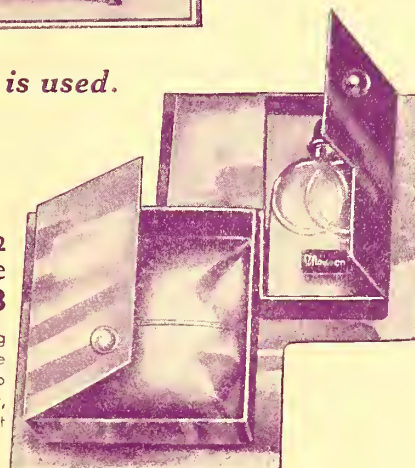
Comprising 1 Bottle Perfume,
1 Tube Cream, 1 Compact,
R. or N. (Lilac only).



No. 4522
Retail Price
1/6

Comprising
1 Box Face Powder,
R. or N.
1 Tube Cream
1 Tablet Soap
Lilac only

Only Pure Spirit is used.



No. 4222
Retail Price
2/3

Comprising
1 Bottle Perfume
1 Tablet Soap
Lilac, Lily,
Jasmine, Violet

Terms : 33 1/3% off Prices shown.
2 1/2%—30 days.
Carriage paid—£2 nett parcel.

W. H. THOMAS

50-52 UNION ST.
LONDON, S.E.1

Sole Importer

WHITE'S NARCISSUS *Toilet Soap*



BATH SOAP

48/- per gross, Retail 6d.



TOILET SOAP

24 · per gross, Retail 3d.



PERFUME

—The True Odour of the Flowers.

17/- and 27/- per doz. Retail 2'3 and 3'9. Sample Size 1/-

Also available in larger sizes and Cut Glass Bottles

SHOWCARDS &
FLOWERS FOR
WINDOW DISPLAYS

R. F. WHITE & Co., LTD.

Manufacturers of Fine Toilet Soaps, Perfumes and Toilet Requisites
LONDON ROAD, MITCHAM, SURREY

"—like a breath
from an Old English Garden"



81 2. Retail, 2 3
Wholesale, 18 - doz.



81 1S Retail, 2 6
Wholesale, 20 - doz.



71 C 1. Retail, 1 3
Wholesale, 10 - doz.

An entirely
new pack in
white glass

Send direct for full
illustrated coloured
booklet of this very
enchanting series.



73F. Retail, 1 -
Wholesale, 8 - doz.



72X. Retail, 1 9
Wholesale, 13 6 doz.

Grossmith's Old Cottage Lavender

J. GROSSMITH & SON, LTD., NEWGATE ST., LONDON.

Phone :—City 3226-7.



You get a clear 50% profit on every bottle of ANZORA you sell. To help you to push sales even higher we will supply attractive showcards and cutouts for window or counter display.

TRADE TERMS:

ANZORA CREAM or ANZORA VIOLA

12/- doz. . . . retail 18/- doz.

20/- doz. . . . retail 30/- doz.



this is ANZORA boom month

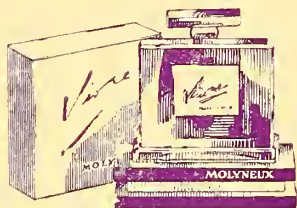
December always shows a sharp rise in ANZORA sales. More men become ANZORA users at this time of the year than at any other . . . and once they start using ANZORA they will never be satisfied with any other hair fixative. Make sure you get your share of these permanent customers. Make a bold showing of ANZORA . . . order up sufficient stocks to supply the ever-growing demand . . . and reap the benefit of worth-while profits.

ANZORA

MASTERS THE HAIR

Anzora Perfumery Co., Ltd., London, N.W.6

LES PARFUMS
DE
MOLYNEUX
PARIS



The Latest Creation
by
MOLYNEUX

7/6 15/- 25/- 45/-

a notable addition to
Le Numero Cinq, Vogue, Fete, Le Chic

Sole Agent and Distributor:

J. E. DAVIES

58 NEWMAN ST., LONDON, W.1

Telephone: Museum 6746



The Duchess Razor will stimulate your Christmas Trade

The demand for this dainty woman's razor is rapidly growing and we have reorganised factory production to cope with further increase. It has one edge double-curved for safe and clean under-arm shaving and the other edge straight for neck and legs.

We are advertising to encourage a Big Christmas Trade. Get in stocks to meet the demand.

**THE
DUCHESS
My Lady's Own Razor**

ENTIRELY BRITISH

Stocked by chief wholesalers. Trade terms 33 1/3.

DUCHESS RAZOR CO., 318 Camberwell New Road, LONDON, S.E.5

ALUMINIUM HOT WATER BOTTLES

With maintained selling prices

A NEW LINE

CORFIELD

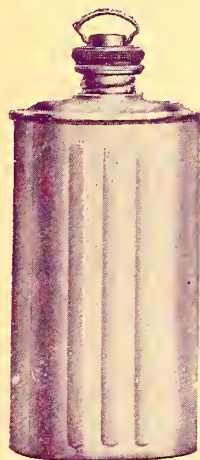
JUNIOR



No. 346. Ribbed Model.
Capacity 2½ pints.
Competition line.
Retail 1/-.



No. 349. Retail 2/6.
Capacity 2½ pints.
Every Bottle Guaranteed.



No. 350.
Fluted or Corrugated.
Capacity 3 pints.
Retail 4/6.

CORFIELD Limited

TRAFALGAR WORKS, MERTON ABBEY

LONDON, S.W.19

Phone: Wimbledon 5542 (5 lines). Cables: "Corfield, London."

Ask your Wholesaler to show you the New Corfield range of Reinforced Aluminium Hot Water Bottles Silver polished, deep drawn Aluminium Ware.

THE FACT THAT THE CORFIELD PLANT HAS THE LARGEST OUTPUT OF ALUMINIUM HOT WATER BOTTLES IN THIS COUNTRY IS SUFFICIENT EVIDENCE OF THEIR POPULARITY AND LASTING QUALITIES.

The World's Most Marvellous Razor!



A shaving miracle—sensational, incomparable, miraculous! Fitted with patented "Pilot" Guard which completely revolutionises shaving. NO PRONGS, NO METAL TEETH, NO SKIN IRRITATION. Works wonders with the stiffest beard. It bends the hair before cutting, thus eliminating all "pull" and scraping sensations. Not affected by heat or water. A record seller.

Retail Price
in England
Complete in
Case as shown

1/-

Other Models
at 2/6, 5/- and 15/-

The



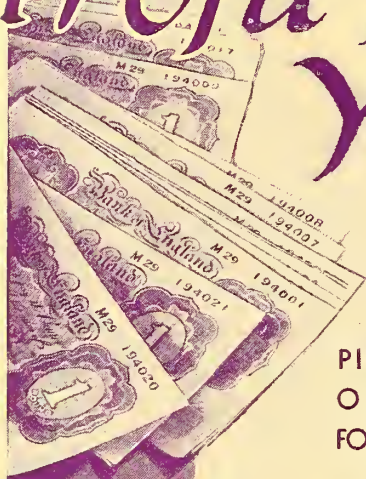
"NEW EDGE" RAZOR

Sole Makers:

THOMAS WARD & SONS, LTD.
Wardonia Works - - Sheffield, Eng.

SEND YOUR
ORDER
NOW!

Profit for You!



**PIFCO PATENT
ONE HAND
FOCUSTORCHES**

A perfect focus
instantly.

From 1/9 complete
with Pifco Battery
and Gasfilled Bulb.



Our range covers a wide
selection of Flashlamps and
Torches of every description

**SELL PIFCO
FLASHLIGHTS**

Big dividends are assured.

Write on Trade Memo
for copy of PIFCO NEW
152 Page Catalogue.

PIFCO

PIFCO LTD., 85 HIGH ST., MANCHESTER

HEAD-CLONE SALES BIGGER THAN EVER with this new display!



IN TWO SIZES
Retailing at 1/- and 1/6

MEDIUM SIZE

LARGE SIZE

1 doz. 8 - per doz.	1 doz. 12 - per doz.
6 doz. 7 9 per doz.	6 doz. 11 9 per doz.
12 doz. 7 6 per doz.	12 doz. 11 6 per doz.

Special Pack suitable for Export
EVERY STICK IS GUARANTEED

**THE HARRY A. PENNEY
CO., LTD.**

173/185 GREAT PORTLAND ST.,
LONDON, W.1

"DISTRIBUTORS OF GOOD MERCHANDISE"

Still Bigger Advtg. For Crème La-nē-ta

This month again we are advertising Crème La-nē-ta more heavily than ever. In one week alone we have taken, besides our usual spaces in other national media, four insertions in the "Daily Mail," up to half-page depth across three columns, and four in the "Daily Mirror" running up to more than a half-page. This is the greatest advertising campaign ever run for a depilatory. Think of the business it will create **FOR YOU !**



These are the Five Big Advantages of Crème La-nē-ta :

1. Removes hair in half the usual time.
2. Absolutely no unpleasant odour.
3. Does not harden in the tube.
4. Non-poisonous.
5. Quicker Sales—more profit for you.

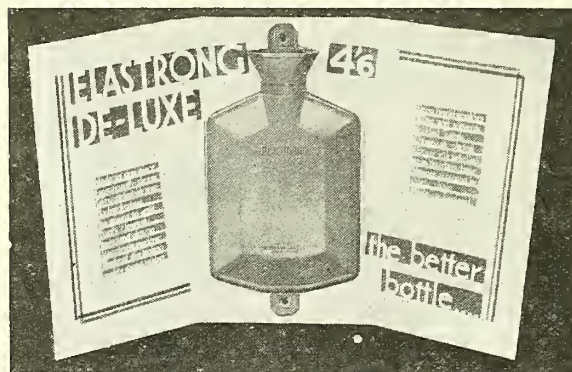
Your own wholesaler will confirm that his sales of Crème La-nē-ta are far in advance of those of any ordinary Depilatory. Order some from your wholesaler to-day. Make a little display and see how quickly it moves.

6d. size . . 4/- per dozen
1/6 „ . . 12/- „ „

Ample display matter free from your wholesaler or direct

WHITE'S TIBO CO. LTD.
Audrey House, Ely Place, London, E.C.1

THE BOTTLE WHICH SELLS —and sells itself



Because it is made in such delightfully attractive colours and is displayed in so unique a form which emphasises the selling features, the Elastrong De Luxe Bottle appeals to all and sells itself. Beautifully made of the finest, strong elastic rubber. Fitted with a chromium plated, patented stopper with a wear-resisting base and washer. Seamless moulded. Modern in design. Beautifully finished. Price protected and carries a Profit of 50 per cent. on your purchase price. The Elastrong De Luxe Hot Water Bottle is the finest sales opportunity you have ever been offered. Have a display in your window early. Show the high-quality product you are stocking and reap the benefit with the first cold snap.

Retail Price 4/6 each Trade Price 3/- each

A CHEAPER BOTTLE



To satisfy the demand for a cheaper bottle and defeat foreign competition we are offering the Everlastic Bottle. This is a high-quality product and is moulded on the same principle as the Elastrong De Luxe Bottle. In five colours and two sizes.

Retail Prices ... uncontrolled
Trade Prices ... 3-quart Size, 2/2
2-quart Size, 2/-

DAINTY NAIL-BRUSHES

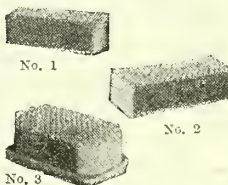
These Patent Pure Crepe Rubber Nail-Brushes are a new beauty treatment for the hands. The short soft yet firm bristles clean rapidly and perfectly and massage the skin, leaving the hands soft, cool and immaculate. In 3 sizes and 4 colours.

Retail Prices Type No. 1—1/- each

Type No. 2—1/6 each

Type No. 3—2/- each

Trade Discount, 33 1/3 per cent. (minimum, 2 doz. lots)

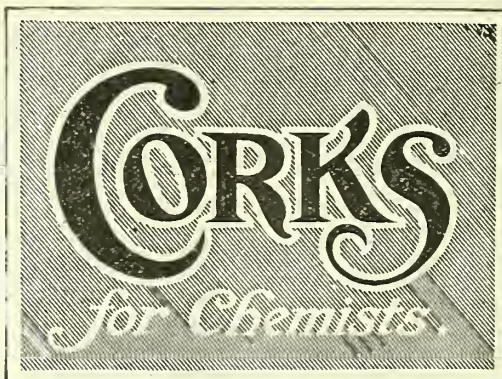


ST. HELENS

PRODUCTS OF QUALITY

Tear out this advertisement, attach to it your trade label and send to us for full details of these profitable lines.

ST. HELENS CABLE & RUBBER CO.
LTD. SLOUGH



Send us your Enquiries
and compare our prices.

Wholesale and Export.

C. OLLEY & SONS, LTD.

Established 1844.

Camperdown St. and Gt. Alie St., London, E.1

Tel. No.: Royal 2868. Tel. Ad: "Circumference, Ald, London."

METALLIC CAPSULES

FOR ALL KINDS OF BOTTLES AND JARS.

The Tonkin Metallic Capsule Co.

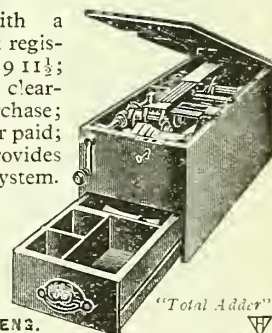
Proprietors: C. Olley & Sons, Ltd.

GUARD YOUR PROFIT

and ensure prosperity with a Gledhill "Total Adder." It registers any sale from 1/2d. to £19 19 11 1/2; issues a printed, dated receipt, clearly showing the amount of purchase; checks every penny received or paid; simplifies cashing up and provides an infallible Cash Checking System. Safeguard your profit for a lifetime with this British Made Gledhill Till. Catalogue and easy terms from

G. H. GLEDHILL & SONS, LTD.

16 TRINITY WORKS, HALIFAX, EN3.



"Total Adder"

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

HIRE YOUR OWN "DELIVERY SERVICE"

All the advantages of your own "Delivery Service" for one inclusive annual charge — really smart vans with bodies built to your order — capable uniformed drivers.

No transport worries — vans garaged and washed daily — replacement in case of breakdown without extra cost — load insured in transit.



BEAN'S EXPRESS LTD.

SAVE CAPITAL OUTLAY — LOWER RUNNING COSTS

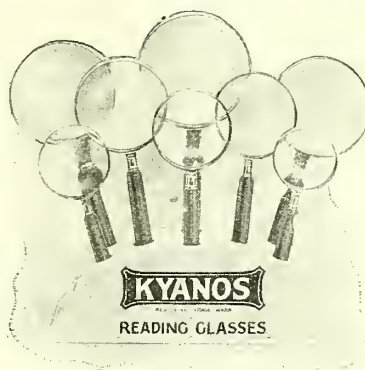
TWO EXCELLENT SELLING LINES



"Geno" BAROMETERS

All sizes from 2" dial to 8", also in Pendant form with Thermometer.

OAK, WALNUT AND MAHOGANY.



KYANOS READING GLASSES

This attractive stand with one of each size READER, 2 $\frac{1}{4}$ ", 2 $\frac{1}{2}$ ", 2 $\frac{3}{4}$ ", 3", 3 $\frac{1}{4}$ ", 3 $\frac{1}{2}$ ", 3 $\frac{3}{4}$ ", 4" dia. SCREWED ERMOID HANDLES.

27/6 complete with stand.

Send for complete Catalogue of Optical Goods to—

THE GENERAL OPTICAL CO. (E. T. & F. W. CORNWELL)
 120 CLERKENWELL ROAD, LONDON, E.C.1

... Win More Sales With "WINNING COLOURS" Dyes!

MORE AGENTS STILL WANTED

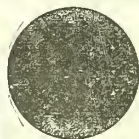
Send to-day for full particulars, and have "Winning Colours" in the race for sales.

Unequalled for strength and beauty of colour, with correctness of tone, these well-known dyes will bring you many repeat sales. They attract customers to your shop, for, once tried, "Winning Colours" Dyes are always used.

Particulars of this profitable agency, window display material, etc., will be gladly supplied. Convincing and attractive advertisements, which appear in the National Dailies from time to time, will stimulate the public interest, and bring you increased demand.

Buy the Dyes of Cup Fame!

The UNITED INDIGO & CHEMICAL Co. Ltd.
HUDDERSFIELD - - - YORKSHIRE



In the first few weeks, in addition to Trade Orders, 2,000 women have written direct for supplies of

"Laceys" REDUCING CHEWING GUM

and repeat orders are coming from them. Here is business waiting for you.

Retail selling price
1/3 per tin.

Order through usual
wholesaler.

CHEMISTS IN THE SWANSEA VALLEY are now being called upon by MR. H. RYDER, who is booking orders through the usual wholesale channels.

WE SUPPLY
DECORATED TINS
FOR PACKING
OINTMENTS
AND OTHER PRODUCTS.
SAMPLES AND PRICES UPON REQUEST.
THE CALDICOT TIN STAMPING WORKS LTD.
CALDICOT, Nr. CHEPSTOW, Mon.

BOXES TO MEET ALL REQUIREMENTS
for the Chemist, Druggist and Sundriesman
No order too small. No order too large. Send your Sizes or Samples and we will quote by return. We KNOW how to meet your wishes, and will satisfy you in every way.
J. DAVIDSON, 98 SHEPHERDESS WALK, CITY RD., LONDON, N.1
Telephone: Clerkenwell 6878

CARTONS



Use **PEARL** **MAZDA** **LAMPS**
and avoid gloom

100W. 75W. 60W. 40W. 25W. 15W.

25-40-60 WATTS **1'10**
'100-130 and 200-260 Volts **EACH**



3359

MADE IN ENGLAND

THE BRITISH THOMSON-HOUSTON CO. LTD.

LONDON COLLEGE OF PHARMACY

(Founded by H. Wootton, B.Sc.) C. W. Gosling, Ph.C.
Principal: IRVINE G. RANKIN, B.Sc., Ph.C.

SPECIALISTS IN TRAINING PHARMACISTS.

PRELIM. SCIENTIFIC.

G. & D. QUALIFYING.

DAY, EVENING and REVISION.

1 or 2 or 3 days a week PART TIME.

NEXT SESSION commences OCT. 7th.

Preparatory Study available by Post at any time.

Benches in our Laboratories now being reserved.

Apply—The Principal, 361 Clapham Road, S.W.9

ADMINISTRATIVE COUNTY OF LONDON.

Norwood Technical Institute

Knight's Hill, West Norwood, S.E.27

PRINCIPAL: LEWIS N. COOMBS, B.Sc., A.I.C.,
Head of Chemistry and Physics: W. GERRARD, M.Sc.
Head of Botany: E. R. SPRATT, D.Sc., F.I.S., F.I.H.,
A.K.C.

DAY AND EVENING CLASSES are held at the above-named Institute in preparation for Part I (Preliminary Scientific) of the Qualifying Examination of the Pharmaceutical Society. The laboratories are equipped for work up to an advanced stage. Intending students should enrol early. The Institute re-opens 21st SEPTEMBER, 1931.

A detailed prospectus may be obtained from the Principal.

MONTAGU H. COX,
Clerk of the London County Council.

THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

186 Clapham Road, LONDON, S.W.9

Principal—H. LUCAS, Ph.C., F.C.S.

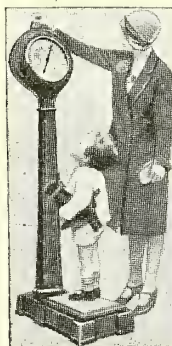
assisted by a fully qualified and efficient staff.

NEW FULL TIME Courses will commence on October 8 and entries are now being booked; Part I 6 months, 20 guineas; Part II 9 months, 30 guineas.

The "ONCE-A-WEEK" class for Part I is held each Wednesday from 2—9 p.m. (with tea interval), for students in business in and around London.

Fees from one guinea per term.

For all particulars apply THE PRINCIPAL.



Let the "GEM"
make money for you

Write for particulars and name of local agent to the manufacturers:—

THE GEM
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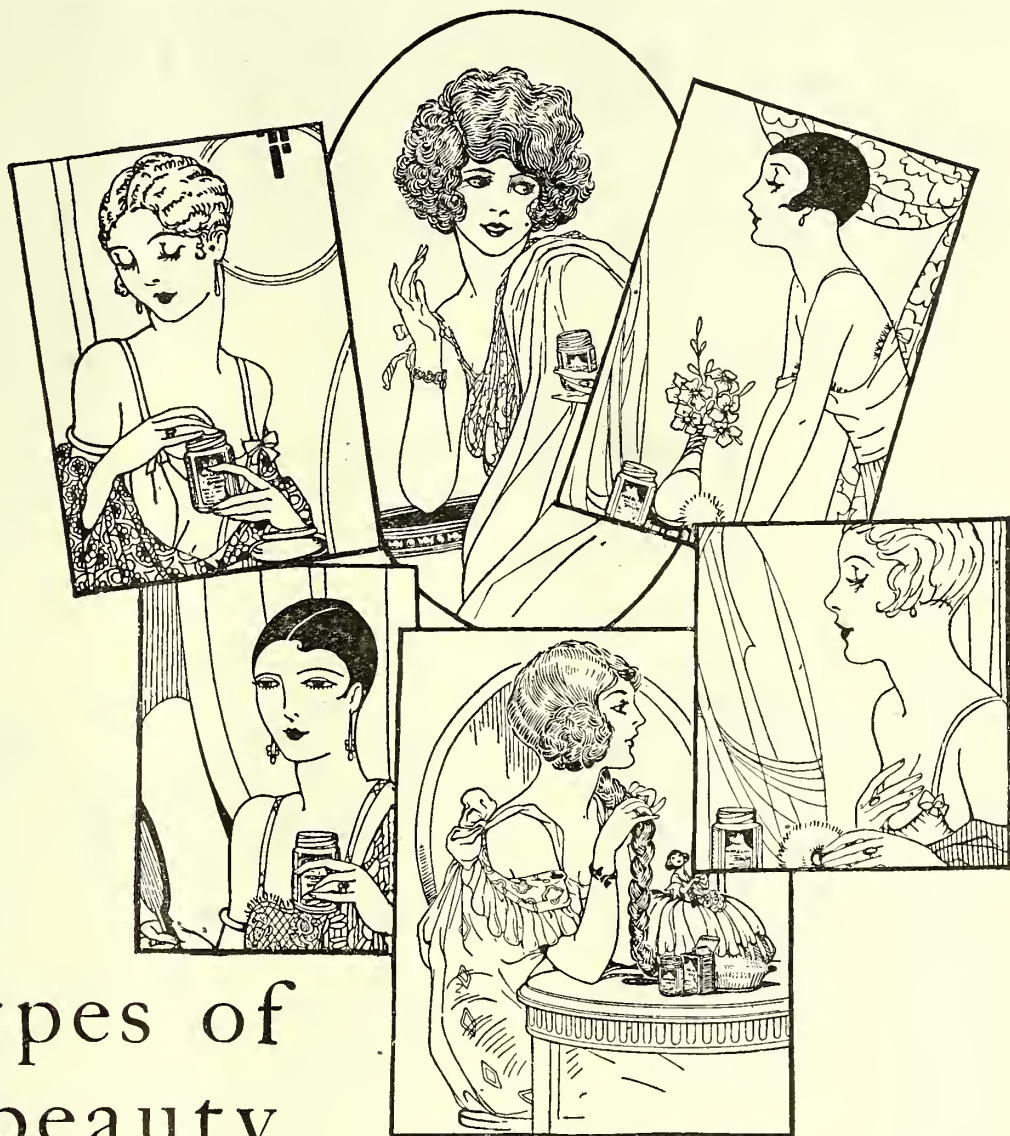
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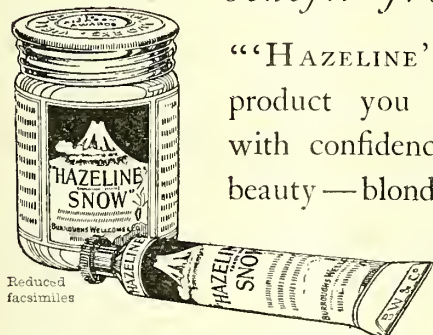


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Sheffield

Those who wish to join the party which is being arranged to visit the Leeds Chemists' Exhibition, on September 24, should communicate either with Mr. C. Piper or Mr. E. A. Kirman.

Mr. H. Cook has been appointed by Boots, Ltd., as territorial manager, in succession to Mr. Pendlebury, who has retired. The company have removed their branch at 212 London Road to 248. This establishment and the one in High Street have been reconstructed.

At a joint annual meeting, which is to be held at the Church House, St. James's Street, at 3 p.m., on October 1, it will be proposed that the local society and the Sheffield Branch of the Pharmaceutical Society be united. An address will be given by Mr. Kirman, to be followed by a discussion.

Miscellaneous

IN THE COURTS.—At Canterbury, recently, Edward Victor Goldsack was bound over for two years on a charge of embezzling 3s., received by him on behalf of his employer, Mr. Aubrey V. Lester, chemist and druggist, Station Road West, Canterbury. It was stated that Mr. Lester did not desire to press the charge, and that the defendant had been in his employ for ten years.

INQUESTS.—At Islington, London, N., recently, at an inquest on a woman named Veal, Dr. Roche Lynch said the deceased must have taken twenty aspirin tablets. He also found chloral in the body. The woman, it was stated, had suffered great pain from neuritis, and the coroner said he had no doubt that, overcome by pain, she had taken all her medicine containing chloral and all the aspirin tablets. A verdict of "Suicide while of unsound mind" was recorded.—At Ticehurst, Sussex, on August 28, an inquiry was held into the circumstances attending the death of Margaret Romanes. Mr. G. W. Siggers, chemist and druggist, Ticehurst, gave evidence regarding the purchase by the deceased of potassium cyanide for destroying wasps' nests. After the jury had returned a verdict of "Suicide whilst of unsound mind," the coroner observed, "What does appal me is the ease with which both responsible and irresponsible persons are allowed to purchase these deadly poisons."

Irish Notes

Ulster Retail Drug Trade Association

A meeting of the Committee of the Ulster Retail Drug Trade Association was held on September 1, the president (Mr. James McDowell) in the chair. The question of selling strong acids and other poisonous substances in lemonade bottles was under discussion, when it was decided to warn further the members to discontinue this practice and use every means to safeguard the public. The Committee also strongly protested against manufacturers reducing prices on short notice and not allowing time to dispose of old stock or refund a rebate in such instances. The president stated that he had correspondence from Mr. Storey relative to the proposed amalgamation of the societies, and he regretted that the Chemists and Druggists' Society could not proceed with amalgamation in the meantime. Mr. Storey, in the course of his letter, stated that at the meeting of their Committee they discussed the position and decided unanimously to adhere to the decision previously arrived at not to proceed with amalgamation at present and to reorganise the Chemists' and Druggists' Society. The Committee, he added, fully appreciated the spirit which animated the action of the Ulster Retail Drug Trade Association in raising the matter.

Brevities

The Minister of Home Affairs for Northern Ireland has made further Regulations regarding the use of preservatives, etc., in food in Northern Ireland. The

object of these Regulations is to postpone until January 1, 1933, the operation of the Public Health (Preservatives, etc., in food) (Northern Ireland) Regulations, 1927, in so far as they prohibit the use of preservative in cream or in any article of food in which preservative is necessarily introduced by the use in its preparation of preserved cream.

"Death by misadventure, due to drinking narcotic poison," was the verdict at the recent inquest on the body of John Hewitt (3), Whitehall Street, Johnston, co. Donegal. Mrs. Alice Hewitt, the child's mother, said the boy picked up a bottle along the river bank and drank some of the black syrupy stuff in it, dying in a short time. Dr. J. E. Snodgrass said death was due to convulsions, produced by some toxic substance. The form of poisoning was narcotic, but he could not pronounce on the exact drug which caused death, as he could not state what was in the mixture swallowed.

Scottish Notes

Brevities

A recipe for pot-pourri given recently in a Scottish newspaper contained half-an-ounce of musk. The price was not stated.

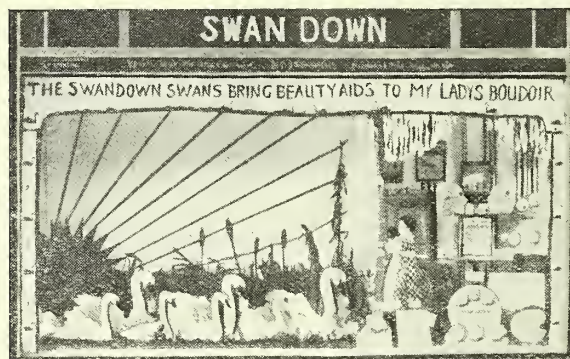
We are informed that Mr. W. S. Brown has now completely recovered from his recent illness, and has resumed his duties with S. S. Goldberg & Co., Ltd.; Mr. Brown desires to thank his numerous friends for their kind inquiries.

The Bowling Section of the Glasgow Pharmacy Club played the final game of the season on Burnbank Bowling Green on September 1. Eighteen players took part in the game for prizes given by Wm. Tait & Co., medical label printers. The winning rink was Messrs. Wm. Peebles, R. Wassell and D. Edgar (skip). The chairman of the section expressed the pleasure these games had given the players, and trusted that in the next season even a greater number of the club members would take part. On the motion of Mr. Edgar, a cordial vote of thanks was accorded the directors of the green.

Chemists' Windows

Photographs sent to the Editor for reproduction should be accompanied by notes as to the arrangement of the displays.

OUR illustration shows the winning window in the recent Swan Down window display competition. The



winner was Miss W. G. Snasdell, chemist and druggist, Battenburg Road, Leicester. The window has attracted a large number of customers, and has been a good seller.

LEAGUE OF NATIONS.—A pamphlet by Dr. O. Anselmino, entitled "A B C of Narcotic Drugs" has been published by the League of Nations, and is obtainable in Great Britain (price 1s. 3d.) from Allen & Unwin, Ltd., 40 Museum Street, London, W.C.1.

New Zealand News

EARTHQUAKE FUND.—The Auckland Sports and Entertainment Association recently held a successful dance at the Dixieland Cabaret. A really good time was spent by chemists and friends, and the Earthquake Fund will benefit by a substantial sum.

AUSTRALIAN CHEMISTS' SYMPATHY.—New Zealand chemists note that a handsome contribution has been made by their Australian brethren to the Napier Earthquake Fund. The Dominion chemists, particularly those at Napier and Hastings who have been affected by the disaster, appreciate this practical sympathy and are deeply grateful for the assistance.

NEW ZEALAND GUILD.—The formation of a New Zealand Pharmaceutical Service Guild was to have been investigated at the New Zealand Conference which, owing to the recent Napier earthquake, was postponed. The Otago division, assisted by Mr. McGibbony (president and organiser of the Australian Guild), had carried out a vast amount of preliminary work, and feeling that the time for the formation of a Guild was opportune, convened a meeting of delegates appointed by the four centres. This took place recently in Wellington, and the chairman (Mr. J. Waters) emphasised the necessity of New Zealand chemists adopting some scheme whereby they would be able to protect themselves from exploitation. After discussion, the meeting resolved to form a New Zealand Pharmaceutical Service Guild, with Auckland as headquarters. Mr. H. T. King was appointed president. Delegates have reported back to their divisions, and the Guild proposal has been received with

enthusiasm. Chemists expect the Guild to develop into a useful organisation, which should do much to uplift the profession.

NEW MARKETS FOR KAURI GUM.—At a meeting of the Kauri Gum Control Board, held recently, information was received from the board's representative in the United States of further progress made in connection with the use of special solutions, of which kauri gum is a dominant constituent, for the waterproofing of papers and the manufacture of wall boards, coatings for steel and iron pipes and other materials from waste asbestos. The board is advised that there are large quantities of short fibre asbestos and asbestos dust that are at present of no commercial value, but which, when treated with the solutions referred to, turn out a product in use in the United States, especially in the office buildings in the larger cities. This product is sufficiently fireproof to comply with the requirements of the New York Fire Board in regard to internal subdivisions of office buildings. There are many commercial uses for such solvents, including the treatment of papers and asbestos for wall boards, lifts, linings for motor cars and trunks, bags for cement, fertilisers, raw sugar, coffee beans, lime and the like, which are transported in America in bags made from several thicknesses of paper. There is also a very large market in the United States for waterproof paper bag linings for garbage. Papers treated with the kauri gum solutions have been found satisfactory for this purpose. The results of investigations already made with the solutions have been so satisfactory that a company is being formed by a combination of paper and asbestos firms to produce solutions necessary for their particular requirements.

Topical Reflections

By Xrayser

Thyroid Dosage

is a matter of no little importance, and there ought to be no uncertainty about what prescribers intend when they write prescriptions for thyroid tablets without making it perfectly clear whether the weight specified refers to the fresh or the desiccated gland. As Mr. Thomas Maben indicates (*C. & D.*, August 22, p. 258), there may still be need of interpretation when a doctor writes a prescription for "Tab. Thyroid. gr. j." Unless the chemist to whom the prescription is brought knows the habits of the prescriber, it may be his wiser course to act upon what I take to be Mr. Maben's advice, which corresponds to the procedure recommended in the British Pharmaceutical Codex, and dispense tablets containing the equivalent of one grain of the fresh gland. But he cannot be certain without inquiry that this is what the prescriber intends, and it would be distinctly advantageous if there were clear official guidance in this and similar instances. Opposed to Mr. Maben and the B.P.C., we have Mr. H. W. Paines advocating in your last issue (p. 317) statement of thyroid dosage in terms of the desiccated gland, and I feel that there is considerable force in his arguments. But the simplest way out of the difficulty would appear to be that the new British Pharmacopœia, now in course of preparation, should state definitely what the word "Thyroid" must be understood to mean when written in a prescription without qualification. Manufacturers' price lists would then come into line, and doctors who rely upon them instead of the national medicine book would, as Mr. Paines suggests, soon get into the right habit.

A Fresh Aspect

of proceedings against chemists and druggists is presented by your comments on the onus of proof and its cost (p. 307), particularly when you show

how different an attitude is adopted in cases of alleged adulteration of foods and drugs from that with which we are otherwise familiar. It was news to me to learn that, in such cases, the practice of throwing the onus of proof upon the prosecution is departed from, and the defendant is regarded as a person who has to prove his innocence instead of being able to insist upon the prosecution proving that he has committed an offence. This is a decidedly wrong position and very unfair, as also is the facility with which a public analyst can get a standard of his own for some particular commodity set up on the basis of the certificate produced in court. You are right in suggesting that analysts should be cross-examined as to the part they have personally taken in the making of analyses, and that reform is needed in the matter of awarding costs.

Wholesalers

should certainly be welcomed as supporters of chemists' local associations, as suggested in a letter you published last week (p. 317), and made to feel that we regard them as part, and a very important part, of the body pharmaceutic. The more every section of our particular community can rub together and take counsel of other sections whenever such a course seems indicated as desirable, the quicker will pharmacy as a whole come into its own, and the better will be the ultimate result. When I wrote a few weeks ago on the subject of local organisation in pharmacy (*C. & D.*, August 15, p. 201), I urged that the association should represent the entire pharmaceutical community in the area concerned, and I hope to see this the rule rather than the exception throughout Great Britain ere the world is much older. It should never be forgotten that the local association is the oldest form of pharmaceutical organisation in this country, and that the experience of recent years goes to prove that a national revival in this direction will be of immense benefit to all of us.

Legal Reports

Labelling of Vinegar.—At Liskeard, on September 2, John Tonkin, trading at Truro as the Grape Vinegar Co., pleaded not guilty to two charges of labelling an article of food with a false description, and to selling vinegar not of the substance and quality demanded. Prosecuting for the Cornwall County Council, Mr. C. Knight stated that the county inspector, Mr. A. E. James, was in a shop at East Looe, on June 27, when a cask of vinegar was delivered. It was consigned by defendant, and bore a label describing it as "Pure Grape Vinegar, guaranteed for strength and purity." Dr. H. E. Cox, the public analyst for Cornwall, stated that the sample received was devoid of the essential characteristics of grape vinegar, and was in fact a weak solution of acetic acid, coloured. He said it should be called artificial or wood vinegar, and it was not grape vinegar, as it pretended to be. Defendant told the magistrates that when he put his vinegar on the market he chose the term "Grape" as a distinctive name, although it was not strictly correct, but he had now altered the name to "Pyramid Vinegar," though the method of manufacture was the same. In the second case defendant, who elicited from the shopkeeper, Mr. Stephens, that he never stipulated for "Grape Vinegar" in his orders, nor did his customers ask for anything but simply "vinegar," said that he had been manufacturing vinegar for 30 years, and nobody had ever asked for "Grape Vinegar," or expected to receive it. He, therefore, contended that he had not sold anything to the prejudice of the purchaser. The Bench considered that the case had been proved, and imposed a fine of £1 for each offence, with costs.

A Sweet Spirit of Nitre Case.—At Tower Bridge Police Court, before Mr. Oulton, Austins, Ltd., chemists, 198 Bermondsey Street, London, S.E.1, were summoned, under the Sale of Food and Drugs Acts, at the instance of Mr. Merryman, an Inspector under the Act, employed by the Bermondsey Borough Council, for selling to the prejudice of the purchaser, sweet spirit of nitre, which was not of the nature, substance and quality demanded. Mr. Stallon supported the summons, Mr. H. Glyn-Jones defended. It was stated in opening the case that on June 11 Mr. Merryman and an assistant went to defendant's premises at Spa Mansions, Bermondsey, and asked for four ounces of the drug. Two shillings was paid for it, and then Mr. Merryman said he was an Inspector under the Sale of Food and Drugs Acts. He divided the purchase into three parts, leaving one with the manager and taking a second to the Public Analyst for the Borough, Mr. Dabson, who found it to contain only 0.805 per cent. of ethyl nitrite instead of 1.52 per cent., showing a deficiency of 43 per cent. On the day following Mr. Merryman went to Spa Mansions again and asked to see the bottle in which the drug was kept. He saw that it had been kept in a green glass bottle instead of an amber one, according to the directions given by the manufacturers. Mr. Merryman supported this statement and said that the purchase was made at 11 a.m., and the portion of the purchase was in the hands of Mr. Dabson by noon. Later, the deficiency was shown to be 43.5 per cent. He took another sample at the same shop a few days later and that contained 2.28 per cent. of ethyl nitrite. Cross-examined by Mr. Glyn-Jones, witness said that the analyst's certificate bore the remark that the spirit of nitre should not have been put into bottles too large to hold it, as the loss by evaporation was rapid and heavy. Witness admitted that it should be kept in a full bottle. He had no amber bottles in store. The liquid was put in four-ounce bottles and corked at once. Mr. Glyn-Jones: You take samples in white bottles which are too big. Do you know that it is liable not only to loss by evaporation but by decomposition? In answer to further questions, witness said the stock bottle in Messrs. Austin's pharmacy was kept on a shelf away from the light, behind the dispensing counter. He admitted that a small interval elapsed after pouring out the drug before it was corked. He said he did not have to equalise the three

portions, he was able to judge well enough so as to avoid that. He did not know that it was possible to lose 20 per cent. of ethyl nitrite in pouring it from one bottle to another. There was some loss every time the cork of a bottle containing it was taken out. When he next went to Messrs. Austin's the manager showed him the bottle, sealed and ready to go back, from which the first sample had been taken. The second sample was from a bottle fresh from the manufacturers. At this stage a remand, *sine die*, was ordered, the parties to fix a convenient date by agreement.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

REGENT SUPPLY COMPANY, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, drugs and first aid supplies, etc. R.O.: Chesham House, 150 Regent Street, W.

MACKAVOYS (CHEMISTS), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, opticians, drysalers, oil and colourmen, etc. R.O.: 10 Queen Anne's Place, Bush Hill Park, Enfield.

GLEANE CO., LTD. (P.C.).—Capital £100. Objects: To carry on business as manufacturers of and dealers in toilet requisites and preparations, perfumes and proprietary articles, chemicals, drugs, medicines, etc. Solicitors: Bulcraig & Davis, 12 Norfolk Street, W.C.2.

WESTBOURNE PHARMACY, LTD. (P.C.).—Capital £250. Objects: To carry on business as manufacturers of and dealers in chemicals, gases, disinfectants, salts and acids, chemists, druggists, etc. R.O.: 43 Westbourne Terrace North, W.2.

MATTHEWS & WILSON (1931), LTD. (P.C.).—Capital £1,200. Objects: To carry on the business of chemists, druggists, sundriesmen, drysalers, oil and colourmen, etc., to acquire the business of Matthews & Wilson, Ltd., 6 & 8 Cole Street, Borough, London, S.E.1.

FREDK. G. WILLIAMS, LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a colour and chemical merchant, carried on by Fredk. G. Williams at 119 Chapel Street, Salford, and to carry on the same and the business of wholesale and retail chemists, druggists, oil and colourmen, etc. Solicitors: Edwin Almond & Sons, 16 Kennedy Street, Manchester.

SPICK AND SPAN (CLEANERS AND DYERS), LTD. (P.C.).—Nominal capital £50,000. The objects are to carry on business as dyers, cleaners, bleachers, repairers of clothes, carpets, hats and soft goods of all kinds, steam and general laundrymen, manufacturers of chemicals, salts, acids, dyes, soap and washing materials, etc. Solicitors: Kenneth Brown, Baker, Baker, Essex House, Essex Street, W.C.2.

BEIERSDORF, LTD. (P.C.).—Capital £3,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, plaster of Paris, gypsum, rubber and medicated plasters and plasters used for technical purposes, disinfectants, salts, acids, varnishes, tooth paste, face powder and cream, skin creams, shaving and other soaps, etc. Solicitors: Herbert Oppenheimer, Nathan & Vandyk, 1 Finsbury Square, E.C.2.

LYPTICIDE, LTD. (P.C.).—Capital £100. Objects: To acquire a licence to manufacture and sell the chemical product named "Lypticide," to adopt an agreement with L. St. C. Roberts, and to carry on the business of manufacturing, experimental and analytical chemists, wholesalers, retailers of chemists' sundries, soap makers, patent medicine proprietors, factors, wholesalers and retailers of toilet requisites, perfumes and preparations, etc. Solicitor: W. H. Lane, 27 Chancery Lane, W.C.2.

LEO OIL PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of buyers, sellers, manufacturers, refiners and preparers of and dealers in all kinds of oils, greases, lubricants and oleaginous and saponaceous substances, etc. R.O.: Grand Buildings, Trafalgar Square, W.C.2.

HERVEY, PEEK & HERVEY, LTD. (P.C.).—Capital £30,000. Objects: To acquire the business of a chemical manufacturer, lately carried on by Marjorie Hervey at Ordsall Lane, Salford, as Hervey, Peek & Hervey. The directors are: H. W. Garnett, "Davenham," Wythenshaw Road, Northenden, near Manchester, C.A.; Miss Marjorie Hervey, Little End, Great Missenden, Bucks; G. Dowling, 6 Orchard Green, Aldersley Edge, manager. Solicitors: Sale & Co., 29 Booth Street, Manchester. R.O.: Ordsall Lane, Salford.

THE BRITISH DRUG HOUSES, LTD.—Quarterly interim dividend of $1\frac{1}{4}$ per cent. on preference shares declared, payable September 30.

LACTAGOL, LTD.—Net profit to June 30 was £4,201 against £5,174 for the preceding year. Preference dividend, £1,550; to reserve for income-tax, £900; carried forward £516.

J. SCHNURMANN, Dounham Mills, London, N.17, rubber and chemical merchant.—At the adjourned meeting of creditors held at the Institute of Chartered Accountants, Moorgate Place, London, E.C.2 (Mr. S. F. Ward, presiding), it was resolved that Mr. W. H. Cork and Mr. A. T. Buckingham should be appointed as joint trustees. A committee of inspection was also appointed. The business to be continued by the trustees until a satisfactory offer was made for the estate, or the business sold as a going concern.

ANGLO-GERMAN PHARMACEUTICAL PRODUCTS CORPORATION, LTD., Regent Street, London, W.1. The Official Receiver has now issued a summary of the statement of affairs, which shows liabilities of £1,831, no net assets, and a total deficiency of £2,331. It is stated the company was promoted by George Herbert Sergeant, the proprietor of "Elbe Products (England) Co.," and was registered as a private company on June 19, 1930, with a nominal capital of £500. As a result of the statutory meetings of creditors and contributories (C. & D., March 7, p. 263), the Official Receiver remains liquidator of the company.

HEPPELLS, LIMITED.—A summary of the statement of affairs has been issued by the Official Receiver. The statement shows that the expenses of carrying on the business from April 1, 1928, to date of appointment of the Receiver for the debenture holders amounted to £281,308 os. 7d.; directors' fees, £4,453 16s. 2d., and dividends declared during the same period, £17,837 13s. 8d. Losses and depreciation for the same period totalled £254,065 10s. 11½d., making a total of £557,665 1s. 4½d. Excess of assets over capital and liabilities, gross profits, dividends received, sales of leases, income-tax written back, and other profits totalled £271,240 8s. 5d., leaving a deficiency as per statement of affairs of £286,424 12s. 11½d. The winding-up order was made on March 30, 1931. The business was carried on by the Receiver for the debenture holders with a view to sale as a going concern, and has now been sold for the sum of £91,500, with the sanction of the Court. There is, therefore, no prospect of any surplus becoming available for distribution amongst the unsecured creditors.

Private Arrangements

Maurice Cristel, trading as "The Market Toilet and Drug Stores," 9-10 The Open Market, London Road, Brighton. A meeting of the creditors was held recently at the offices of Mr. A. E. Orbell, accountant, 6 and 7 Old Steine, Brighton. The statement of affairs showed liabilities of £916 4s. 4d., of which £580 was due to the trade; £309 os. 8d. to cash creditors, and £27 3s. 8d. was in respect of partly secured credi-

tors. The total claim of the latter was £107 3s. 8d., but securities to the value of £80 were held. The assets totalled £205, and consisted of stock £200 and fixtures and fittings £5, leaving a deficiency of £711 4s. 4d. The debtor commenced business at The Open Market, Brighton, in November 1925, with a capital of £25. In December 1929 he entered into a partnership and started a drug store at 121A Portland Road, Hove. The partnership capital amounted to £300, the whole of which was advanced by the debtor's partner, and £150 of that was treated as a loan from the partner to the debtor. The partnership was dissolved in 1931. Early in 1931 the debtor commenced another business at 39 The Open Market, Brighton, but that proved a failure, and was closed on August 5 last. Another business was also opened at Worthing, which was discontinued on July 30 last. The present position was attributed to launching out into various businesses which subsequently proved unsuccessful, together with the fact that he had insufficient capital for the purpose. No accounts had been prepared, but the turnover averaged £45 per week. It was resolved that the estate should be dealt with under a deed of assignment in favour of Mr. Orbell as trustee, together with a committee of inspection, consisting of the representatives of the three largest trade creditors.—The following are creditors:—Robert Blackie, £10; Arthur Berton, Ltd., £25; Crosse & Blackwell, Ltd., £10; J. C. Eno, Ltd., £14; Gustav Boehm, £26; Johnson & Sons, Manufacturing Chemists, Ltd., £48; H. & T. Kirby & Co., Ltd., £12; McClure, Young & Co., Ltd., £33; Macleans, Ltd., £19; The Parkside Manuf. Co., £13; Reynolds, Reeves & Dickeson, Ltd., £100; Walfox, Ltd., £16; P. Elliott, £22; Metro Bureau Equipment, Ltd., £26; Southern Counties Car Finance Corporation, Ltd., £71. Cash claims:—Mrs. H. Kemp, £109; I. B. De Costa, £200.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," August 19, 1931.)

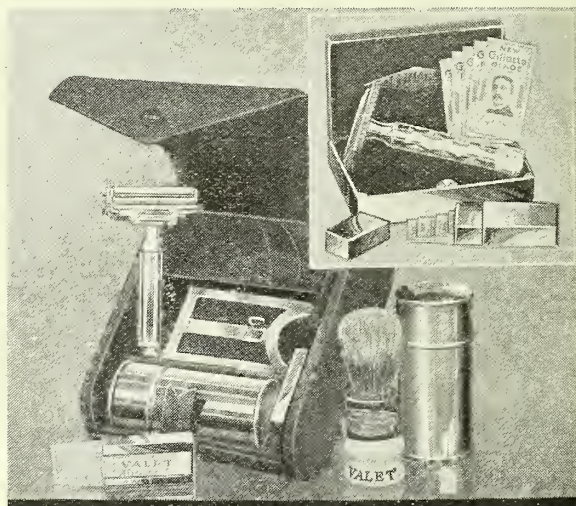
- "SCRUBB'S"; for soap (2) and (3) and for an ammonia preparation (47). By Scrubb & Co., Ltd., 5 Glasshouse Street, Lambeth, S.E.11. 523,551/2/3. (Associated.)
- "ZAMOLENE"; for insecticides and disinfectants (2). By Albert E. Rhodes, 25 Newington Green, London, N.16. 524,277. (Associated.)
- "HEPOVITE"; for medicine for anæmia (3). By Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool. 524,237.
- "BILIPOL"; for medicinal chemicals (3). By Gabail, Ltd., 2 Calthorpe Street, London, W.C.1. 524,390.
- "CHIC-CHIC"; for medicine (3). By Raybould, Whitehouse & Co., Ltd., Reform Works, Wellington Road, Dudley. 522,262.
- "LIVOGEN"; for medicinal chemicals (3). By The British Drug Houses, Ltd., 16 to 30 Graham Street, City Road, London, N.1. 523,425.
- "ANDREXINE AND OVAREXINE"; for medicinal chemicals (3). By Laboratoires des Produits Scientia, 21 Rue Chaptal, Paris, France. 524,419/421.
- "P.K.L. (PAIN-KILLING LINIMENT)" on label with name of applicants; for liniment (3). Ayrton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool. B521,014.
- "PHYLOPED"; for surgical instruments, etc. (11). By Elmer T. Phells, 92 Newhall Street, Birmingham. 524,400.
- "LA VOGUE" on design of female's head ("La Vogue" disclaimed); for vanity cases, etc. (13). By Blackmore, Howard & Matherell, Ltd., 1 Northampton Street, Birmingham. 523,087.
- "CITOFLO"; for perfumery, etc. (48). By Alice A. G. Scholefield, "Layton Ghyl," Layton Road, Rawdon, Nr. Leeds. 524,370.

Toilet Goods for Christmas Trade

A Buyers' Guide for the Festive Season

THIS month sees the commencement of the most important buying season of the year, and chemists throughout the country are turning their thoughts to the problems of Christmas trade. It is difficult to forecast with any degree of accuracy the volume of business which may be expected to be transacted this year. Adverse economic conditions suggest the possibility of some curtailment in the purchase of gifts, but, on the other hand, the custom of giving at this season is not easily altered. Manufacturers, who have taken the optimistic view, have produced a range of goods capable of meeting all demands. It remains now for retailers to buy in the same spirit, and above all to buy early. In the following pages we describe and illustrate many new lines suitable for inclusion in the Christmas order.

The attention of readers is drawn to the large number of manufacturers who make announcements in this issue regarding lines specially suitable for Christmas trade. Among others, reference should be made to the following:—ANZORA PERFUMERY CO., LTD.; A. BOURJOIS ET CIE, LTD.; H. BRONNLEY & CO., LTD.; THOMAS CHRISTY & CO.; CORFIELD, LTD.; CUSSENS, SONS & CO., LTD.; J. E. DAVIES (Molyneux); DUBARRY ET CIE; DUCHESS RAZOR CO.; J. GROSSMITH & CO., LTD.; HIRST, BROOKE & HIRST, LTD.; C. MIDGLEY, LTD.; MORNAY FRÈRES, LTD.; HARRY A. PENNY CO., LTD.; PIFCO, LTD.; POMONA CO., LTD.; POTTER & CLARKE, LTD.; R. J. REUTER CO., LTD.; SAVILLE PERFUMERY, LTD.; SOLPORT BROTHERS, LTD.; HENRY TETLOW CO.; W. H. THOMAS; T. WARD & SONS, LTD.; R. F. WHITE & CO., LTD.; WILKINSON SWORD CO., LTD.



GIFTS THAT APPEAL TO MEN

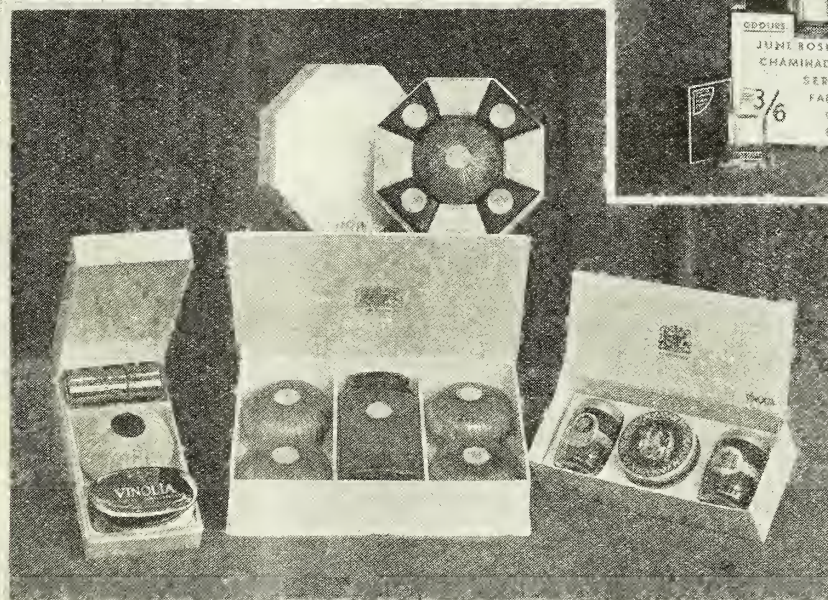
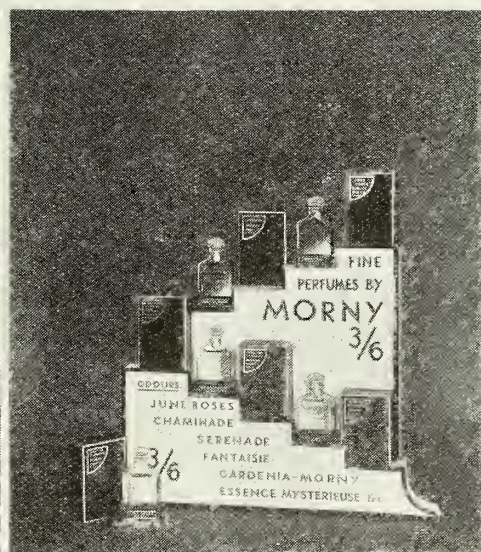
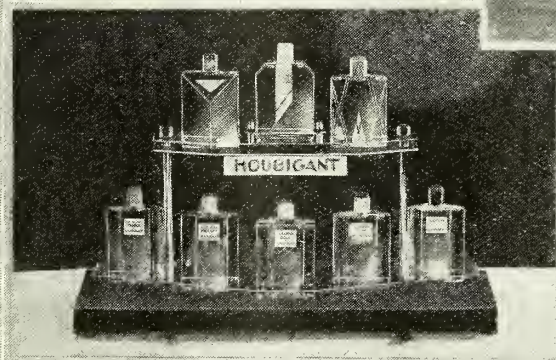
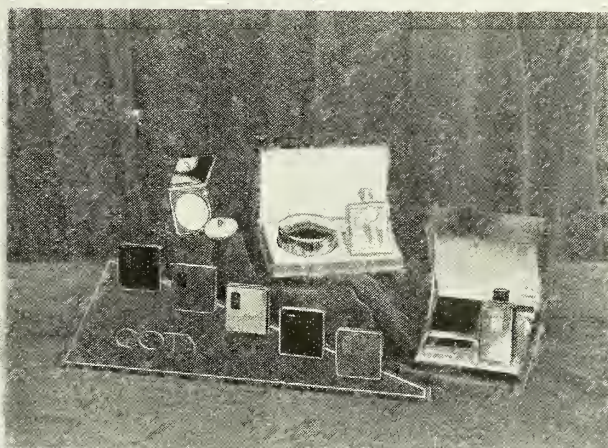
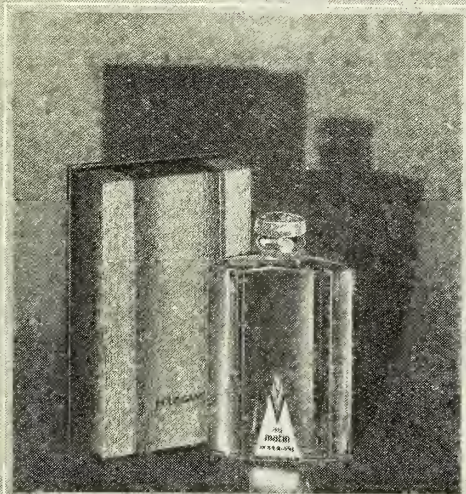
Diversity of design characterises this year's selection of De Vilbiss perfume sprays, distributed by THE AEROGRAPH CO., LTD., Lower Sydenham, London, S.E.26. Unlike its medicinal counterpart, the perfume spray lends itself to the introduction of striking designs and colours, much of its appeal being based on these two features. At the same time, however, the apparatus must be efficient in operation and robust in construction. Examination of the De Vilbiss models in front of us discloses possession of all the foregoing essentials with the added advantage of a neat carton for each spray. Certain of the models have incorporated an ingenious closure device by means of which the user is able to close the spray by a simple turn of the wrist. Mention should be made also of the two latest De Vilbiss showcards, the larger measuring 26 in. by 20 in. (in colours) and the smaller 15 in. by 12 in.; both are excellent examples of modern showcard design.

HARRIET HUBBARD AYER, LTD., 130 Regent Street, London, W.1, whose products are among the *élite* of toilet preparations, have drawn our attention to some of their new perfumes which are being produced in a lighter colour, so as to avoid staining. Several of these, including Darling, Jasmin, Lilas and Apres Tout are illustrated on another page, from which it will be appreciated that the containers, like their contents, bear an unmistakable air of elegance. The same applies to the company's triple vanity cases, compacts and rouges. It is evident that preparations such as these are the outcome of considerable skill on the part of manufacturer and designer. As a notable example of this combined ingenuity, the eyelash cosmetic may be cited, where the receptacle for the brush is black enamel—not white, as in many instances—and so does not render the interior unsightly after use. Another delightful preparation of Messrs. Ayer is Lemon Lotion, for use as a skin softener; it is so alluringly perfumed as to conjure up all one's pleasantest associations with that refreshing fruit. Finally, mention must be made of the company's manicure set, which is a compact outfit containing cuticle cream, remover, nail enamel and its remover, while in the drawer below are all the other accessories.

A. BOURJOIS ET CIE, LTD., 4 Water Lane, London, E.C.4, have prepared a very fine range of Christmas goods. In the comprehensive selection before us pride



DE VILBISS SPRAYS BACKED BY THEIR LATEST SHOWCARD



Left, top :
Houbigant
Left, centre :
Houbigant
Left :
Vinolia
Right, top :
Coty
Above :
Morny

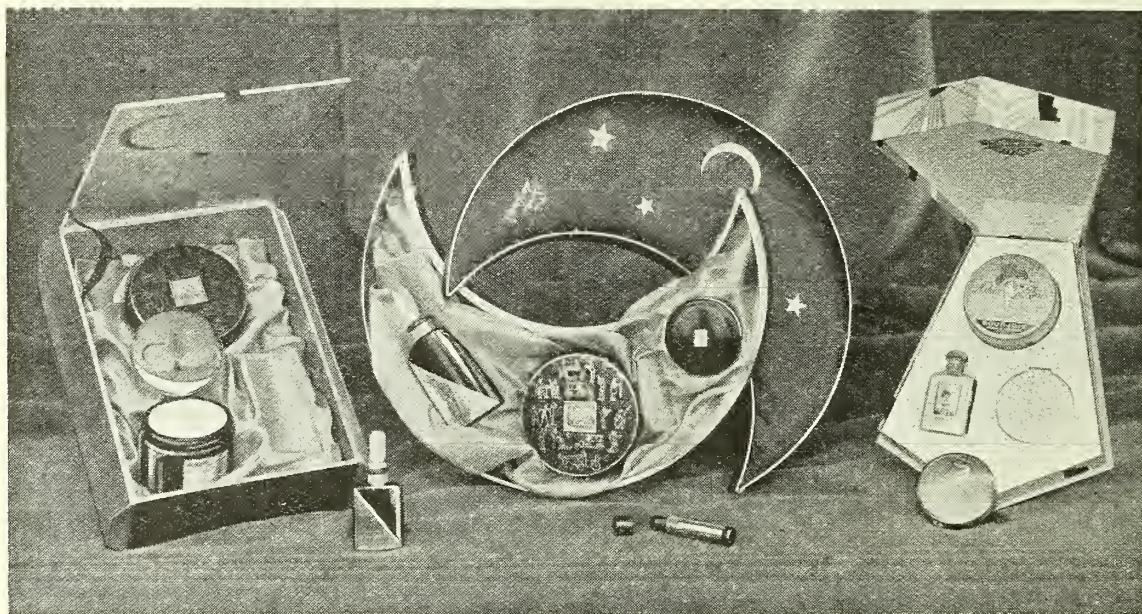
of place must be given to the crescent-shaped coffret containing Soir de Paris perfume, powder, compact and lipstick. The attractive silver and blue scheme which characterises Soir de Paris preparations has been used with excellent effect in the decoration of the cases. Other Soir de Paris coffrets include those of more conventional, but no less artistic, design. Ashes of Roses and Ashes of Violets, two well-established lines, are available also in coffret form in a variety of combinations designed to suit all classes of business. It should be noted that coffret cases are supplied free. Particulars of a bonus offer in connection with Soir de Paris will be sent on application.

H. BRONNLEY & Co., LTD., have prepared for the Christmas trade a large number of new lines and new packs of existing lines. We may mention first those shown in our illustration. These are the inexpensive No. 3 gent's set, a handsomely finished coffret containing brillantine, talcum powder and a bakelite bowl of shaving soap; the No. 16 toilettries, comprising bath essence, two cakes of English Fern toilet soap and four Fern bath cubes,

articles already referred to there are solid stick perfumes, sprays which are actuated by pressing the top, and watch shape powder sifters.

From EDWARD COOK & Co., LTD., Bow, London, E., come four excellent examples of combination cases (illustrated elsewhere). The popularity of this type of gift increases from year to year and, in the samples before us, Messrs. Cook have succeeded in producing a range of attractive lines at competitive prices. The cases are well designed, robust and admirably printed, while the contents are of good quality. Special interest attaches to the gentleman's utility casket containing two tablets of soap, one bath cube, one shaving stick, one shaving brush (English made) and one black and nickel cigarette case; the price is reasonable. The other product worthy of special mention is a lady's green casket, which has a pleated chiffon puff neatly affixed inside the lid, in addition to containing soap, compact powder and bath cubes.

A gift which should not be forgotten is the aluminium hot water bottle. We have received from CORFIELD, LTD.,



A SELECTION OF COFFRETS BY BOURJOIS

and the No. 17 toilettries, consisting of perfume, smelling-salts and two tablets of soap each available in four odours, jasmin, Devon violet, lily of the valley, rose Margaux, and each in a different colour scheme. In addition, Messrs. Bronnley supply the No. 14 toilettries (like the No. 17, quite inexpensive, but with day cream in place of smelling-salts); and the No. 15 toilettries, a smaller outfit comprising two oval tablets of pine bath soap and four pine bath cubes. In their showrooms may also be seen a Christmas pack for bath lavender or eau de Cologne and a new bath salts.

CALMON & NEATE, LTD., 8 Gerrard Street, London, W.1, have introduced some decidedly interesting lines, notable among which are the Mondaine vanity cases. These are gilt frames covered in Italian repoussé leather, and contain an excellent mirror, powder and rouge, while some models, as will be seen from the illustration, have a space for cigarettes. In order still further to assist the ladies in the maintenance of a peach-like complexion while travelling, the company is offering neat little "porcelain" lined boxes for carrying small quantities of face cream. In fact, Messrs. Calmon & Neate supply in portable size the whole of the accoutrements which, so far as we are aware, are carried by the gentler sex in these days. In addition to the

Trafalgar Works, Merton, London, S.W.19, a sample of the new Corfalgar bottle, which is of convenient shape and size. The bottle is attractive in appearance, being made of highly polished aluminium. The stopper is unbreakable and heatproof, and every bottle is guaranteed. Particulars of other models will be found elsewhere in this issue.

The range of products prepared specially for the coming season by COTY (ENGLAND), LTD., Coty House, 3 Stratford Place, London, W.1, includes some fine examples of the perfumer's art. Particular attention is directed to the wide selection of coffrets designed to suit all tastes; we illustrate two examples, the larger being a gift case containing perfume, compact powder and lipstick, while the smaller (shaving soap in a neat nickel case and brillantine) is a useful gift for men. The square compacts shown in our illustration are available in a range of colours, and when displayed on the neat card (also shown) should prove an attraction. Flower perfumes should not be forgotten this year; Messrs. Coty are specialists in this particular branch, and supply a wide range together with elegant show material. Readers are reminded that a welcome awaits them at Coty House, where the Coty products may be examined at leisure.



A GROUP OF ATTRACTIVE LINES FOR CHRISTMAS TRADE

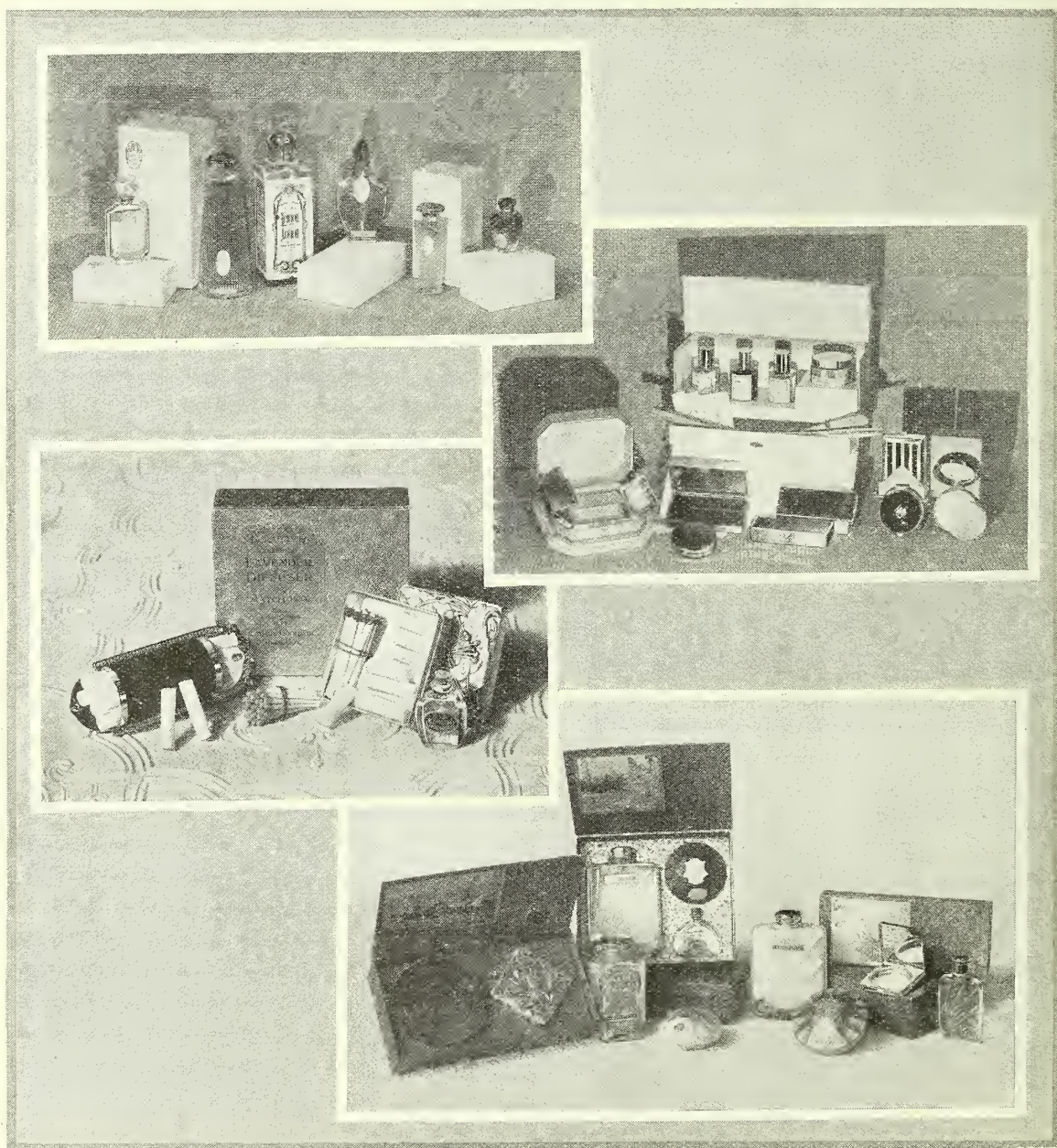
*Top : By Messrs. J. J. Field ; Williams (W. H. Thomas) ; and Nildé
Centre : By Messrs. Boncilla (J. C. Gambles) ; R. J. Reuter ; and A. H. Cox
Bottom : By Messrs. Impex ; Cuxson, Gerrard ; and Mouson (W. H. Thomas)*

*THESE ILLUSTRATIONS GIVE SOME IDEA OF THE VARIETY OF TOILET PRODUCTS
WHICH CHEMISTS ARE CALLED UPON TO STOCK*

ARTHUR H. COX & CO., LTD., Brighton, have sent us samples of Downland Dews perfume, a suitable Christmas line. The product is neatly bottled and packed and is of delicate fragrance. Attractive counter and window display boxes are supplied.

CUSSONS, SONS & CO., LTD., Kersal Vale Works, Manchester, have sent us samples of the coffrets they are offering under the name of Jean Ravón. Widely

boxes of one dozen. Wrapped in transparent tissue, the colour varying according to the perfume (rose geranium—red, lavender—blue, eau de Cologne—green, violet—mauve, etc.), a gift of this type is always acceptable. Imperia Bathoids are also supplied in a black metal stand (as illustrated elsewhere) so that they may be sold separately. This stand is well suited for the pharmacy as it not only serves to display the salts but is eminently practical. When a particular variety



NOTEWORTHY PERFUMERY BY HARRIET HUBBARD AYER (*higher*) AND DUBARRY (*lower*)

differing in style, components and manner of presentation, these gift sets should solve the problem which puzzles a wide section of the public just prior to Christmas. Other lines which should prove popular are bath crystals packed in jars and bottles. An interesting example of the latter is the one which after fulfilling its original purpose the container can be used as a powder or sugar sifter.

CUXSON, GERRARD & CO., LTD., Oldbury, are supplying their bath salts, known as Imperia Bathoids, in

is required it is removed by pulling out a "tab" at the back, so that the lowest one is withdrawn and the ones above descend to fill up the gap. The top of the stand is conveniently arranged for the insertion of new stock.

The products of the House of Worth have been supplemented by the addition of a number of Christmas lines, three examples of which are shown in our illustration. The coffret contains four different perfumes, Vers le Jour, Dans la Nuit, Sans Adieu and



SOME CHRISTMAS LINES BY CUSSONS



PUFFS AND LAVENDER BAGS BY FENTON

the new Je Reviens. The last named is shown also in watch size. The third product is a combination of compact powder, lipstick and perfume. On pressing the catch lightly the mirror springs into position at the same time disclosing the powder. Further pressure delivers the lipstick and a neat little perfume dropper; the case is packed in a *suède pochette*. Particulars of all Worth products may be had from the agents, DEBACQ & HARROP, 68 Newman Street, London, W.1.

We have received from DUBARRY ET CIE, Goldstone Laboratories, Hove, samples selected from their wide range of Christmas lines. It is interesting to note that, with the exception of the men's sets for which particularly large and substantial boxes are required, all Dubarry gift sets are now supplied at prices which represent the total value of the contents, no extra charge being made for the boxes. Thus, in the unlikely event of any of these sets remaining in stock after Christmas, the articles may be sold separately without loss. In the men's set, which we have illustrated, there is contained Shalimar shaving soap in a Duralite bowl and Shalimar solid brillantine in a decorated aluminium box. An old sporting print has been reproduced on the top of the box, while inside may be seen a different print. Altogether, six old sporting prints are reproduced

Permagold and the Octagonal Platinoid. Both of these are of exceptional quality and they well maintain the high reputation which the firm's products has long since achieved.

DUCHESS RAZOR CO., 318 Camberwell New Road, London, S.E. 5, have added a new model to their range of ladies' razors. This model is packed in an attractive *suède* purse in a variety of colours, and can be obtained in dozens or half-dozens packed in boxes appropriately printed to form a counter display. All Duchess razors have one edge curved and cambered at the correct angle for shaving the underarm, without injury to the skin. The other edge is straight and can be used for the neck and legs.

The employment of bright and attractive colours appears to have entered very largely into the make-up of this year's combination cases; the display value of this feature is obvious. THE ERASMIC CO., LTD., Warrington, has produced a good selection of gift cases embodying colour schemes to the best advantage. The Summer Bloom combination case is an attractive proposition containing talcum powder, soap and perfume. The ladies' Peerless case is a little more ambitious with two tablets of soap, perfume and bath salts, neatly



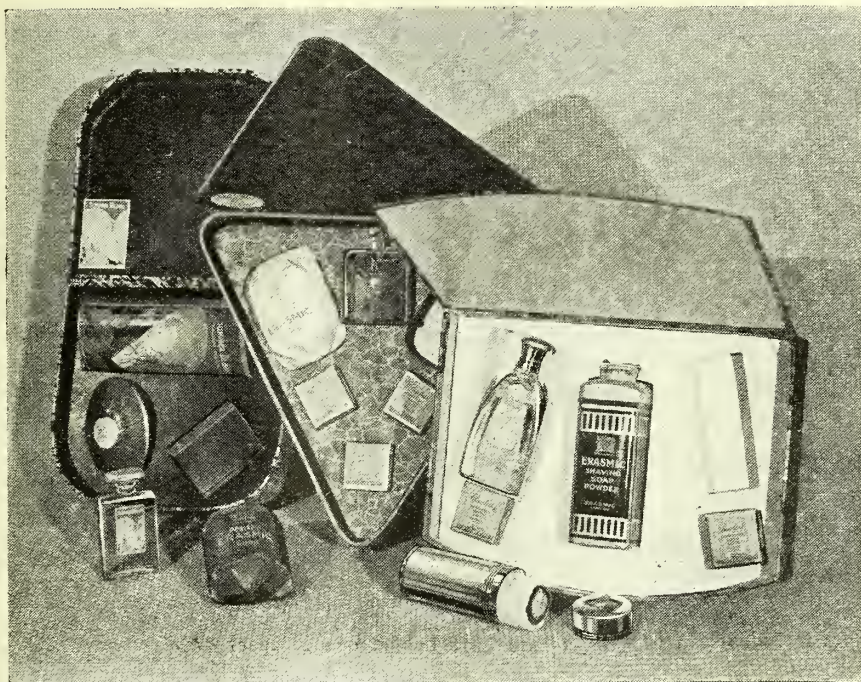
PRESENTATION CASES BY BRONNLEY

in this series. Particular interest attaches to a combined lavender diffuser and match box, a reproduction of an antique Georgian spice box. This delightful gift can be used in three ways, as a perfume diffuser only, as a combined match box and perfume diffuser, or as a match box only. The Georgian spice box, reproduced from an artistic model, finds uses on the dining table, in the boudoir, on bridge tables and writing desks, in the bedroom and in the sick room. The gift is complete with absorbent cotton rolls, essence of lavender and matches. Other Dubarry lines of note include a range of twelve new lavender gift sets containing Dubarry's new lavender water, a similar series of eau de Cologne sets, and several new inexpensive sets introduced to meet the demand for attractive but low-priced gifts. A charming present for ladies—though one imagines that at the sight of it many of them would purchase rather than wait for it as a gift—is one of Messrs. Dubarry's new powderettes, which are available as the Square

packed in a triangular box; a similar box, but of semi-circular shape is also supplied. For men a selection of standard products (brilliantine, shaving powder, shaving stick and bath salts) should meet a popular demand.

THE FENTON MANUFACTURING CO., 13 Bartlett's Buildings, London, E.C.4, have produced this year some excellent lines in powder puffs and lavender novelties, a number of which we illustrate. The lavender puff basket is a combination of the two, and consists of a delicate puff enclosed in a basket, the side of which is filled with lavender flowers. PureFect puffs are available (in assorted colours) in display boxes of half a dozen. Lavender novelties include PureFect lavender bags in neat display boxes holding six and in larger sizes in single boxes.

J. C. & J. FIELD, LTD., Lambeth, London, S.E.1, have introduced a series of inexpensive lavender gift boxes. There are two kinds available for men and two



EXAMPLES FROM THE ERASMIC RANGE

for ladies, and an example of the value offered can be gathered from the illustration on another page. These gift boxes are to be advertised to the public during November and December.

J. C. GAMBLE & CO., LTD., 211-215 Blackfriars Road, London, S.E.1, inform us that sales of Cutex have invariably shown a marked increase every Christmas. This year bakelite tray sets will be supplied with an artistic cover. Duet cases, containing liquid polish and liquid polish remover will probably be as popular as ever; it is probable also that there will still be a demand for perfumed varieties of nail polish, of which Cutex have a good range. We have illustrated on another page the new Boncilla Lemon and Magnesia Pack supplied in tubes and jars. Although, state Messrs. Gambles, the plasmic pack is actually the more popular article, there are thousands of women who believe in the efficacy of lemon combined with magnesia and who will welcome the new product.

GILLETTE INDUSTRIES, LTD., 197 City Road, London, E.C.1, are offering two lines which will appeal to men. The Belmont silver de luxe set is a beautifully chased highly polished nickelled case, lined velvet and satin; it contains a silver-plated Gillette razor of the latest pattern and 10 new Gillette blades in highly polished nickelled blade box.—The No. 6 Valet tourist set contains a heavily silvered Valet razor with a best quality strop and 12 blades, also two nickelled tubes containing a stick of shaving soap and a shaving brush. The whole is in a morocco-grained case, lined with velvet and satin.

HIRST, BROOKE & HIRST, LTD., Millgarth Mills, Leeds, have sent for our inspection a number of lines suitable for Christmas trade. Included in these is an attractive manicure set in a folding leather case suitable for carrying in the pocket or the handbag. There is also a perfume spray, the mount of which may be in gilt or chromium plated. Soap novelties are represented by a delightful Mickey Mouse, while bath salts are available in a variety of containers, including a china Alsatian and Terrier book ends. Another article which would be welcomed by a lady is a large glass powder bowl.

THE IMPEX CO., 60 and 61 Chiswell Street, London, E.C.1, call attention to two gift cases prepared specially for the coming festive season. The larger case is the Mulkoh lady's set containing the Mulkoh powder sifter (previously described in *THE CHEMIST AND DRUGGIST*), a neat perfume spray for the handbag, lipstick, and an eye cosmetic outfit. The

contents are of nickel with red and black enamel, while the case is of imitation leather lined with silk and velvet; assorted colours are available. The smaller set is similarly designed and contains compact powder, eyebrow pencil and lipstick. The Impex Co. supply also a neat set consisting of scissors, pocket knife, manicure requisites and eyebrow pencil mounted on a key ring for the handbag.

A good selection of soap novelties has reached us from CHARLES MIDGLEY, LTD., 325 City Road, Manchester. These gifts combine novelty and elegance with utility, and are of interest to buyers of all ages. Of particular interest is the charming book desk complete with



GIFT SUGGESTIONS BY SOLPORT



ARTISTIC CREATIONS BY POTTER & CLARKE

volumes made from soap. The soap books are made of Midgley's superfatted soap, and are guaranteed to be pure and free from any adulterant. The bridge soap consists of four dainty tablets representing small packs of cards; the bath soap with compact powder is a cushion-shaped tablet containing, in a recess, a gilt compact with mirror and puff. The product is enclosed in a white embossed and gold case of French design. Midgley's soap kittens is an attractive line for children, and consists of six assorted soap kittens neatly arranged in a box. Other appropriate gifts include a glass rose-bowl, with flower block, filled with bath salts; bridge soap with ash trays in a handsome gilt and green box of French design; large moulded glass jug, hobnail pattern, filled with bath salts; water carafe and tumbler of delicate design. The very novelty of these gifts attracts immediate attention and all are reasonably priced. Readers are invited to send for the new season's list of soap novelties which contains full particulars and prices.

LES PARFUMS DE MOLYNEUX, Paris, have introduced a new creation in Vivre, a perfume of outstanding merit, which, as our illustration shows, is presented in a manner simple yet attractive. Vivre is available in four sizes. Other Molyneux products (also illustrated) include Vogue, Le Numero Cinq-Fête and Le Chic de Molyneux. Full particulars of these and other Molyneux lines are obtainable from the sole sales agent and distributor for the United Kingdom, G. E. Davies, 58 Newman Street, Oxford Street, London, W.1.

MORNY FRERES, LTD., 6 New Burlington Street, London, W.1, have sent us one of the new Morny perfume stands which is designed to display to the best advantage nine bottles of popular size perfumes. The stand, to be sent on request with orders which include one dozen popular size perfumes, is robust in construction, novel in design, and is printed in three distinctive colours; the size is such as to render the stand suitable for window or counter display. Morny perfumes require no introduction to the trade, but attention is drawn to the popular size which represents a new and elegant style of presentation; the fragrances available are Chaminade, June Roses, Gardenia-Morny, Jasmin-Morny, Muguet-Morny, Sweet Pea-Morny, Narcisses Blanc et Noir, Nuit de Carnaval, Russian Heather, Fantaisie, Mystérieuse and Serenade.

PARFUMERIE NILDÉ (1931), Ltd., have long been renowned for the quality of their products and the manner of presentation. On another page there is shown the manner in which the face powders are packed and the metal self-compacting box, the successor of the sifter box. The main features are that from an ordinary box of loose powder a lady is able to make her own compacts. By pouring a little powder into the powder cup and pressing the circular disc, the powder is compacted. Being what is virtually a "soft compact," a soft puff can be used. The box is of nickel, it fits the handbag, and is sold complete with compact and puff. Poudre-Crème, which is a specially prepared powder containing cream, is recommended for the self-compacting box. It is produced in the seven shades of powder and

four shades of rouge. The distributing agents for Nildé products are Sangers, Ltd., 258 Euston Road, London, N.W.1.

PARFUMERIES DE PARIS, LTD., Larden Road, Acton, London, W.3, have made the new departure of standardising all the Houbigant perfumes, including the most recently introduced, in one half-size grade (shown in our illustration elsewhere). A chromium-plated display stand (also illustrated) is a particularly effective adjunct, in a modern style, for setting off the Houbigant perfumes. We learn that the smart case containing eyelash and eyebrow beautifier, referred to in our issue of May 23 (p. 602), is proving a "best-seller" in the West End.

PARFUMERIE L. T. PIVER, Paris, have produced for the Christmas trade three new gift caskets of considerable merit. The cases are after the style of cigarette boxes in precious wood, with ivory insets; the clasp is of ivory-coloured galalith. The contents are as follows:—Casket 5376 contains either one essence 5379 and one compact 5342 in Rêve d'Or, Gao, Galuchat or Un Parfum d'Aventure, or one essence flat bottle and one compact powder 5342 in Pompeia or Floramye. Casket 5377 contains either one essence 5379 in Rêve d'Or, Gao, Galuchat or Un Parfum d'Aventure and one rouge, or one essence flat bottle in Pompeia or Floramye and one rouge. Casket 5378 contains either one essence flat bottle, one compact powder, one rouge in Rêve d'Or, Gao, Galuchat or Un Parfum d'Aventure, or one essence flat bottle, one compact powder, one rouge in Pompeia or Floramye. The sole agents for Great Britain and Ireland are Parscent, Ltd., 102 Dean Street, London, W.1.

POMONA SOAP CO., LTD., 194 Great Portland Street, London, W.1, have drawn our attention to some exceptionally attractive boxes of bath soap. The tablets are nicely scented, most of the popular perfumes being represented. The box illustrated on another page is in the form of a drawer, the top being of hand-painted glass. Another box, which contains half-a-dozen ovals (Sweet Blossoms) is made of moulded wood and covered with cretonne. A noteworthy point is that when empty of soap the partitions can be removed and the boxes used for handkerchiefs or trinkets. All the soaps are white and are wrapped in coloured cellophane.

POTTER & CLARKE, LTD., 60-64 Artillery Lane, London, E.1, have concentrated this year on the production of attractive and artistic pot pourri jars. The



A RAZOR OF UNIQUE DESIGN



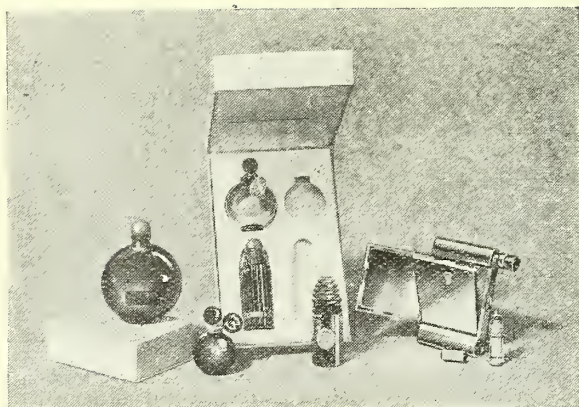
ELEGANCE IN PERFUMERY BY MOLYNEUX

pot pourri jar is an ideal Christmas gift possessing the advantages of true flower fragrance and elegant external appearance. The genuine Satsuma jar, for example, is a striking piece of Japanese art filled with the choicest pot pourri of perfumed flowers. The jar is oval in shape with four openings in the lid to allow the odour to disperse. The contents are covered with a gold thread net and the lid tied down with a gilt cord. The colour scheme is carried out chiefly in gold, blue, red, yellow and black, and the jar is packed in a hexagonal box coloured blue and black on a silver background. We have illustrated also the fruit basket jar which is filled with pot pourri of old English flowers and packed in a handsome box; this dainty gift is available in assorted colours. Other Christmas lines, including Arnaud's perfumery, are illustrated elsewhere in this issue.

R. J. REUTER COMPANY, LTD., 60 Carter Lane, London, E.C.4, have sent us a number of attractive coffrets of 4711 eau de Cologne, together with examples of the latest showcards, one of which we have illustrated. The coffrets, in the familiar blue and gold, make handsome and popular gifts; sizes and combinations to suit all purses are available. It is interesting to note that 4711 eau de Cologne soap now bears the seal of appointment to H.R.H. the Prince of Wales. Apart from coffrets 4711 eau de Cologne is packed in fancy decanters at a range of prices as well as in flat bottles with screw stoppers for use by travellers. Attention is drawn to the extensive advertising campaign now in progress for 4711 eau de



TOILET NOVELTIES BY CALMON & NEATE



PRODUCTS OF THE HOUSE OF WORTH

Cologne and 4711 beauty aids. Chemists are advised to buy now in good time for the Christmas rush, and an illustrated list and terms will be sent on application.

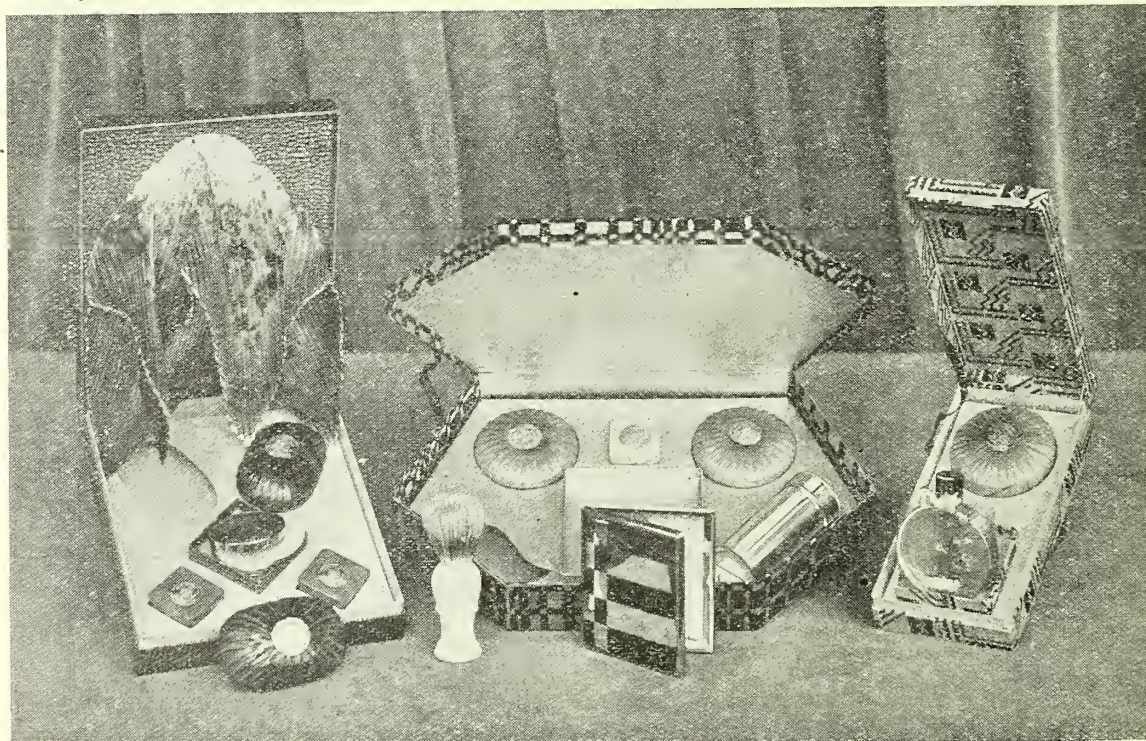
ROGER & GALLET (LONDON), LTD., 14 Poland Street, London, W.1, have introduced a new perfume, Feu Follet (Will-o'-the-Wisp). This exquisite bouquet is used to perfume a complete range of toilet preparations which, in addition to their high quality, are attractively packed. Feu Follet products are available also in coffrets for the Christmas trade. These coffrets, it should be noted, are offered on the principle of showing the goods to better advantage without extra cost to the purchaser. Artistic cases of Violette de Parme have been also introduced.

The outstanding feature of this season's June perfumery products (Saville Perfumery, Ltd., Watford) is undoubtedly the new Rola powder box which, incidentally, is a component of three of the new coffrets. The Rola box is a unique powder-tight container, which delivers the powder by means of a novel roller device so that just sufficient powder for each application is

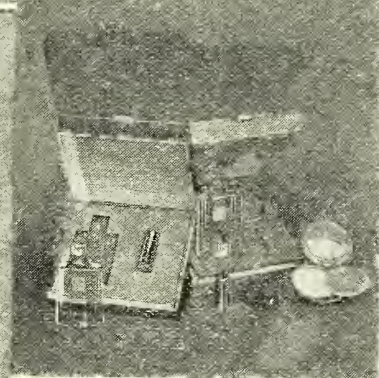
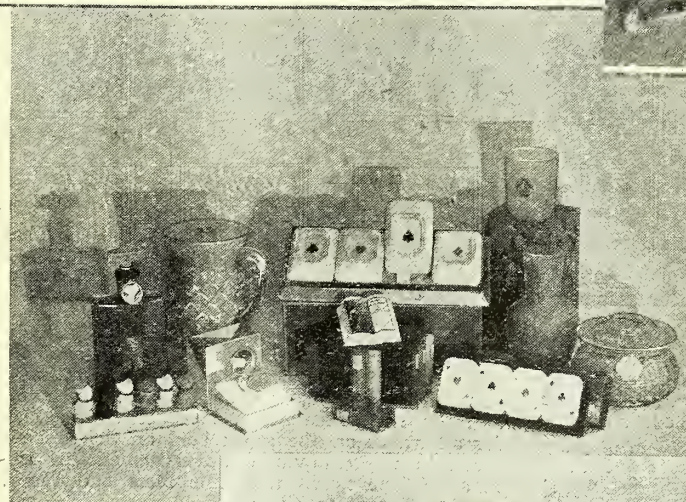
obtained by drawing the puff across the roller. Made of bakelite, this attractive ten-sided container marks a distinct advance in powder box design, is simple, reliable and efficient in action; it is intended to give to loose powder all the advantages of compact form. A range of eleven coffrets (we illustrate three) will be available for Christmas and full particulars will be posted direct to every chemist in the British Isles. It should be noted that no charge is made for the hand-made cases, two of which are silk-lined; a charming cut-out price ticket will be supplied with each line of coffret ordered. The patent slide compact, recently introduced by Messrs. Saville, is included in coffrets 98 and 99. Attention is directed to the arrangement whereby goods may be ordered now to be delivered at the customer's convenience and invoiced on the date of delivery.

SOLPORT BROTHERS, LTD., 184 Goswell Road, London, E.C.1, have drawn our attention to two novelties in covers for hot water bottles. These are Harlequin covers in parti-coloured velours to various distinctive designs, and covers with zip fasteners along the top so as to enclose entirely the bottle, a desideratum frequently asked for and now neatly accomplished. Other noteworthy developments include a cretonne sponge bag at the same prices as the familiar check pattern, and Windermere art silk brocade sponge bags in light pastel shades. Each will attract in different markets. A pleasing application of colour to manicure articles is shown by the gaily tinted orange sticks and emery boards which this company is manufacturing. These are put up in a variety of most showy carded assortments, and particulars should be sought, as they are undeniably attractive, and will popularise these handy and useful toilet lines. Some tasteful handkerchief puffs with down centres of Harlequin shades are also available, and will make agreeable Christmas novelties. There is a long range, with much that is new, in Nerissa puffs. Messrs. Solport have recently issued a complete and fully illustrated catalogue of their toilet requisites and druggists' sundries, and chemists will find this a most useful publication.

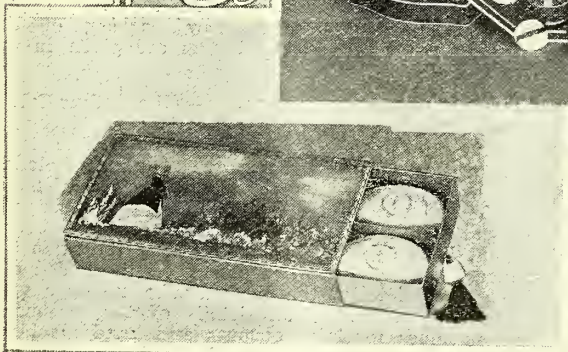
MR. W. H. THOMAS, 50 Union Street, London, S.E.1, has sent us specimens of the special Christmas packs of Mouson's lilac toilet products and the shaving prepara-



THREE RECENT INTRODUCTIONS BY EDWARD COOK



Left, top :
Zenobia
Right, top :
Hirst, Brooke
& Hirst
Centre :
Midgley (left)
Piver (right)
Bottom :
June
Pomona
(extreme left)



SOME DISTINCTIVE TOILET PRODUCTS BY WELL-KNOWN MANUFACTURERS

tions of The J. B. Williams Co. These are illustrated on another page. The former comprises a tablet of soap, a box of face powder, and a tube of vanishing cream in an attractive box; the latter, a stick of shaving soap in the marbelite case and a bottle of the now well-known Aqua Velva, packed in an imitation leather case. In this way there can be offered an inexpensive gift which is certain to be appreciated by the recipient.

VINOLIA, LTD., Bebington, Cheshire, have brought out a number of coffrets which are unusually attractive, several of the boxes are covered in white leatherette paper, and among these may be mentioned No. 53,177, a man's gift box holding a shaving stick, solid brilliantine and a Premier bath tablet of soap; No. 53,179, a lady's gift box containing cold cream, vanishing cream and powder; Nos. 53,180-82, which comprise bath rounds perfumed with Cologne or lavender and either bath salts or the appropriate perfume; No. 22,074 containing half-a-dozen bath rounds. Other gift boxes contain Premier soap and talcum powder (No. 20,206), and Nos. 53,140-1 comprise two miniature tablets of soap and a vanity bag bottle of perfume, Cologne and lavender respectively.

WILKINSON SWORD CO., LTD., Acton, London, W., have brought out a striking showcard for their safety razor, as will be appreciated from the illustration on another page. The outstanding features (and there are many) of this excellent razor were fully described in THE CHEMIST AND DRUGGIST a short time ago, but it may be pointed out that some of the principal ones to emphasise from a sales point of view are the automatic

self-stropping arrangement, the adjustable cutting edge, the advantages of the hollow ground blade, the roller guard, and the ease with which the razor can be cleaned.

One of the most attractive perfume display stands we have seen this season comes from ZENOBIA, LTD., Loughborough, together with a large selection of their popular Christmas lines. The stand is of a convenient size for counter or window display and is produced in a delicate shade of green. At each side are three sprays of artificial lily of the valley. The flowers are perfumed and act as testing samples, while the stand remains on the counter. The range of Zenobia lily of the valley coffrets is too wide to permit of detailed description; a few, however, should be specially mentioned. Coffret 1074 contains lily of the valley perfume, lipstick, compact powder and rouge in a substantial case lined with silk; the powder, rouge and lipstick are in attractive new oxidised metal cases. Coffret 1073 is similar, but contains lily of the valley perfume and loose powder. Coffret 1065 is smaller, containing lily of the valley perfume and compact powder. We have received also specimens of the new series of Zenobia cosmetics. These lines are supplied on attractive cards and in neat showcases. In addition to using ingredients of the best quality, Messrs. Zenobia have made a special study of the correct tints and colours so essential in such products. The colours blend with natural effect so that a perfect *ensemble* is assured. The range includes the following:—Compact powders, compact rouges, cream rouges, eye shadows, eyelash cosmetic, eyebrow pencils, lipsticks and indelible lip cream. The prices for these lines are competitive.

Trade Notes

PEARL MAZDA LAMPS are advertised in this issue by The British Thomson-Houston Co., Ltd.

GRIPS PASTILLES.—Lightbowns, Ltd., Accrington, announce that Grips pastilles are now available in tins to retail at a popular price.

A NEW WAY to pack medicine bottles is suggested by W. Allen Corner, envelope specialist, 47 Market Street, Manchester, by use of the Wacom medicine bottle bag.

NEW PRODUCT.—Depère Co., Whitehall House, Whitehall, London, S.W.1, draw attention, elsewhere in this issue, to Knappee; descriptive leaflets and trade terms will be sent on application.

LEMSKIN TABLET BONUS.—Milner & Coke, Ltd., 11 John Penn Street, London, S.E.13, give particulars elsewhere in this issue of the bonus offers they are making in connection with their lemon skin tablet.

VIROL, LTD., Hanger Lane, Ealing London, W.5, are offering a bonus on orders for Virol and Virolax placed direct prior to October 31. Chemists who do not receive particulars of the scheme in the course of a few days should write for them.

THE INTERNATIONAL BOTTLE CO., LTD., 48 Fore Street, London, E.C.2, call attention, elsewhere in this issue, to the combination of bakelite and opal in the production of distinctive containers. Packages from these materials represent the last word in elegance and charm.

DOG NUISANCE.—The Vemmel Chemical Co., 80 Coleman Street, London, E.C.2, have introduced under the name of Vemmel a preparation of special interest to chemists. Sprinkled near the shop-front it is stated to keep dogs away, and applied in storerooms it acts similarly in regard to vermin.

BUCKFAST TONIC WINE.—A medicinal wine made by the Monks of Buckfast Abbey in South Devon ought to be of interest to chemists at home (who hold wine licences) and overseas. It is attractively put up and is recommended by medical men as a builder-up during

convalescence. The selling agents are J. Chandler & Co. (Buckfast), Ltd., 41 Parliament Street, Whitehall, London, S.W.1, who will be pleased to give any further information required.

OVALTINE PRICE REDUCTION.—A. Wander Ltd., King's Langley, Herts, announce reductions which will shortly come into force in connection with Ovaltine. Details of the revised prices in Great Britain, Northern Ireland, and the Irish Free State, together with a claim form for allowance on the stock held on September 14, are given in the company's advertisement in this issue. It should be noted that this form and the wrappers should be sent to the above address, and not to the company's London offices.

AT A TIME when so many complaints are heard about lack of trade, it is very pleasant to hear of a business doing exceedingly well. This is the happy position of Bob Martin, Ltd., Southport, makers of Bob Martin's Tasteless Condition Powders, and other dog preparations, who, in announcing a 47 per cent. sales increase over last year, inform us that their constantly growing sales are greatly due to the helpful co-operation of chemists in making the fullest use of their special window and counter displays, a co-operation which they fully appreciate. Some particulars of the new packing of the powders in miniature display outers are given in the advertisement pages.

NEW COLLAPSIBLE TUBE CLOSURE.—The Arthur Colton Co., one of the pioneers of labour-saving machinery for the filling, closing and clipping of collapsible tubes have introduced a new and improved method of closing and sealing, which entirely eliminates the use of metal clips. The closure is completely formed by making the two usual double folds, and then a third in the reverse direction, both sides of the tube having the same appearance. Another operation corrugates the folded end giving greater rigidity, the finished tube having a very pleasing appearance. Full details of the automatic power machines for large outputs and hand machines for limited production may be obtained from the sole agents, Griffin & Tatlock, Ltd., Kemble Street, Kingsway, London, W.C.2.



THE CHEMIST AND DRUGGIST

RETAIL & DISPENSING

PRICE LIST

based on definite costing principles

ISSUED QUARTERLY TENTH YEAR OF PUBLICATION

THE changes in drug prices were few during August and the index varied only a decimal figure; 126.3 against 126.9 in July. The surgical dressings index, however, showed a marked fall, being 144.0 for August against 158.6 during the past six months. This change will make necessary the writing down of stock values in dressings. The only changes in selling or dispensing prices for the month are as follows:—

Cost			Selling Price			
			16 oz.	4 oz.	1 oz.	1 dr.
d.	per		s. d.	s. d.	s. d.	s. d.
30	lb.	Benedict's reagent (qualit.)	4 3	1 4	—	—
14	oz.	Caffeina	—	—	2 0	0 4
32	lb.	Cinchona succirub. cort.	—	—	—	—
		pulvis	—	1 2	0 4	0 1
13	oz.	Guaiacol	—	—	1 11	0 4
11	oz.	Guaiacol. carbonas ..	—	—	1 8	0 4
32	lb.	Lin. opii meth. B, ex F	—	1 2	0 4	0 1
9	oz.	Lithii carbonas	—	—	1 4	0 3
48	lb.	Ol. anisi stellati	—	1 9	0 6	0 1
48	lb.	Ung. gallæ c. opio B, ex F	—	1 9	0 6	0 1

Births

Notices for insertion in this column must be properly authenticated.

FRASER.—At 66 West Church Street, Buckie, on September 6, the wife of Edward Fraser, chemist and druggist, of a daughter.

Marriages

CARLTON—STANDEN.—At St. Matthew's Church, St. Leonards-on-Sea, on September 5, Harry Stephen Carlton, chemist and druggist, son of Mr. S. Carlton, 113 Waldegrave Road, Brighton, to Winifred Alice Hillman, daughter of Mrs. M. Standen, Bedford House, St. Leonards-on-Sea.

HOLDER—ATKINSON.—At St. Mary's Church, Eastbourne, on August 19, Eldred John Holder, B.Pharm. (Lond.), Ph.C., to Mary Gwendoline Annie Nelder Atkinson.

JONES—JAMES.—At St. Michael and All Angels Church, Summertown, Oxford, on September 8, Ivor J. Jones, chemist and druggist, Streatham Common, London, S.W.16, to Vera, only daughter of Mr. Charles H. James, Cirencester.

McCONNACHIE—PERSTON.—At the Ca'doro, Glasgow, recently, John Bell McConnachie, chemist and druggist, to Flora M. Perston.

O'GORMAN—FITZPATRICK.—Recently, James O'Gorman, Ph.C., Ballyragget, co. Kilkenny, to Seddie Fitzpatrick.

ROWLAND—HITCHEN.—At Marbury Parish Church, Whitchurch, on September 2, William, younger son of Mr. S. E. Rowland, chemist and druggist, Retford Road, to Marjorie Alice Hitchen.

RUSHTON—EADDIE.—At St. Mary's Church, Beeston, Leeds, on September 7, by the Rev. Hubert Spencer, Harry, son of the late Alderman Rushton, to Nora, younger daughter of Mr. W. Eaddie, Ph.C., Beeston Road.

SPENCER—ARMITAGE.—At Salem Congregational Church, Leeds, on September 2, by the Rev. A. Briggs, assisted by the Rev. H. Turner, Frederick Henry, only son of Councillor H. Spencer, Hollywell House, Armley, to Sybil Beatrice, youngest daughter of Mr. N. N. Armitage, Ph.C., M.P.S., vice-president of the Proprietary Articles Trade Association, Burley Wood, Leeds.

Silver Wedding

WILLIAMS—WILLIAMS.—At the Welsh Congregational Chapel, Great Mersey Street, Liverpool, on September 12, 1906, by the Rev. J. Lewis Williams, M.A., B.Sc., William J. Williams to Esther Williams. Late address: 102 Carisbrooke Road, Walton, Liverpool. Present address: 31 Corringham Road, Wembley Park, Middlesex.

Deaths

BUCHAN.—At Bournemouth, on September 2, David Donaldson Buchan, chemist and druggist, aged sixty-eight. Mr. Buchan, who died after a short illness, following an operation for appendicitis, was a native of Stirling. He qualified in 1888, and had for twenty-six years been a partner in the firm of Gilbert & Hall, 35 Commercial Road, Bournemouth. His genial disposition had made Mr. Buchan very popular, and he was widely known on account of his activities as treasurer of the local branch of the Pharmaceutical Society, a member of the Caledonian Society and a Freemason.

GUNTER.—On August 30, Mr. Charles Eugene Gunter, Tongswood, Hawkhurst, and 59 Princes Gate, London, S.W.7, chairman of Liebig's Extract of Meat Co., Ltd., and other companies, aged sixty-eight.

SERGEANT.—At 335 Whitehorse Road, Croydon, on August 26, Mr. William Thomas Sergeant, Ph.C., aged seventy.

STROUD.—At Sydney, New South Wales, on August 21, after a very painful illness, Sydney Hartnett Stroud, F.I.C., Ph.C., Pereira Medallist, beloved son of Mr. H. N. Stroud, Holmfild Road, Leicester. Mr. Stroud passed the Minor examination in 1911 and the Major in the following year.

WHEWELL.—Recently, Mr. J. B. Whewell (J. & W. Whewell, Ltd., chemical manufacturers), Radcliffe, Manchester, aged sixty-nine.

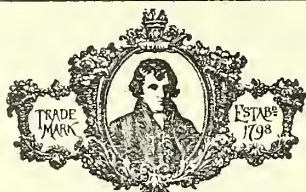
Personalities

A CERTIFICATE OF NATURALISATION has been granted to R. Hurin (known as Rochelle Churin), medical practitioner, Children's Hospital, Nottingham.

MR. J. A. BARLOW, chemist and druggist, Burnley, celebrated his eightieth birthday on September 4. He enjoys good health, and is still in daily attendance at his pharmacy. Among other activities, he has given many years of service on the Town Council and rural district council.

MR. FRANK J. MURPHY has been appointed to the representative staff of McClure, Young & Co., Ltd., manufacturing chemists, Glenham Road, Barnes, London, S.W.13.

ALDERMAN WILLIAM GOWEN CROSS, Ph.C., Mayor of Shrewsbury, celebrated his eighty-third birthday on August 29. Flags were flown from the public buildings of the town in honour of the occasion.



John Bell, Hills & Lucas Ltd.

OUR COLLOIDAL
SUNBURN LOTION IS UNIQUE
SUPPLIED WITH CHEMIST'S NAME & ADDRESS

Send for sample & prices

Oxford Works, Tower Bridge Road, London, S.E.1

LIQUID

STERNS LTD.

80 Royal London House,
Finsbury Square,
London, E.C. 2. (2)

PARAFFIN

Tubes and
vials of 24
Cat Units,
retail 3/6

From Wholesalers,
or the British
Empire Agents,

UPSHER & SMITH
DIGITALIS
TINGTURE TABLETS

MATTHEWS LABORATORIES, LTD., CLIFTON, BRISTOL, ENG.

FENNINGS' 50 YEARS' REPUTATION

Children's Powders

ADVERTISED EVERYWHERE. READY SALES.
ALFRED FENNINGS, Cowes, I.W.

PATENTS AND TRADE MARKS.

There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free. Pamphlets gratis.

REGINALD W. BARKER & CO.

56 Ludgate Hill, London, E.C.4.

PACKED GOODS
of the highest quality

Samples and Quotations on Request

The London Essence Co., Ltd.
(ESTABLISHED 1896)

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OF ESSENTIAL OILS

GLENGALL ROAD, PECKHAM, LONDON, S.E.15

Phone: New Cross 4110 (3 Lines). 'Grams: "Vanillin, Kent, London."

S. V. R.

FOR

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Write for Prices

JAS. BURROUGH LTD. 1 Gale Distillery,
LAMBETH, S.E.11



Two New Creations of

"VAREEN"

LIQUID NAIL POLISH

*Brilliant Rose
and Pale Coral*

*Also in Usual Colours,
NATUREL, ROSE,
DEEP ROSE and
WHITE.*

(FROM YOUR WHOLESALE)

Vareen Ltd., 82a Portobello Rd., London, W.11

NAIL POLISH

1/- size, 7/6 doz.

1/6 " 10/6 "

2/6 " 16/- "

POLISH REMOVER

1/- size, 7/6 doz.

1/6 " 10/6 "

CUTICLE CREAM

1/- size, 7/6 doz.

1/6 " 10/6 "

Pharmaceutical Botany

Price, 5/-, by post 5/4.

Veterinary Counter Practice

Eighth Edition (1930).

Price, 7/6 net, by post 8/-.

DISEASES and REMEDIES

(New Edition, March 1931).

Price, 5/- net, by post 5/3.

THE CHEMIST AND DRUGGIST,
28 ESSEX STREET, LONDON, W.C.2

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- | | |
|--|--|
| N/99. Brina health salts | K/258. Elphin brand goods |
| D/258. Broadhurst styptic powder | N/99. Marshall's Mitchala lavender water |
| H/19. Bromley's gout and rheumatic pills | J/79. Nasopine |
| T/218. Dr. Bayley's magic oil for rheumatism | R/99. Northern lady's suspender |
| S/38. McWade's White Cross iodine solution | M/79. Revolia cod-liver oil |
| | O/38. Vita-ray toilet preparations |

The
CHEMIST AND DRUGGIST

VOL. CXV SEPTEMBER 12, 1931 NO. 2692

The Toilet Trade

THE cult of the open air, of sun-bathing and sports has brought certain toilet articles within the definition of a medical necessity, but for the most part they must be regarded as luxuries. Formerly these lines were an adjunct of the chemist's business, more by virtue of the practice of pharmacy than otherwise, but that day has largely passed away. Like pharmaceutical preparations and galenicals, the manufacture of toilet articles has drifted into the hands of specialists or manufacturers who can produce better the elegance necessary to capture the modern fancy. This change has materially affected the chemist, who is now one of many distributors, his keenest competitors being departmental stores. The personal knowledge of the chemist in manufacture is largely displaced by this change of values, and in its place there has arisen a keener appreciation of the art of salesmanship. Passing round the various stores, where perfumes and toilet articles are exceedingly well displayed in sections centrally situated to capture the attention of visitors to the store, selling is comparatively easy. The display, usually of a tasteful and artistic character, is frequently sufficient to create the desire to possess. The chemist in this case is at a disadvantage; his business premises are usually too small to permit a large display of attractive lines, and those who come in are customers for one thing or another with fairly definite ideas of what they want. The departmental stores, on the other hand, have all the attributes of shopping centres, with the additional attraction of partaking of the nature of exhibitions of selling lines. Many chemists still think on the old lines of perfumes being characteristic of Christmas trade; this is a pity, since records show that an enormous business is done throughout the year, and perfumes are probably the spear-head, so to speak, of the toilet trade. It is important to bear in mind that displays of goods of this character are capable of evoking considerable interest, and a large business can be built out of the growing cult of elegance and refinement. The need is for a reconstruction of ideas about the shop as a place for display of the articles which stimulate interest. In certain areas, mostly in places where visitors foregather, the art of display on store lines is well understood, but in towns where the ordinary life is spent, this phase of attraction is frequently overlooked. The large drug-stores, both here and abroad, have made this feature of display for easy handling of goods a specialty. They have little to learn from the huge departmental stores, and undoubtedly hold their own in the face of competition. The individual chemist who wanders round these display centres is apt to be depressed by the magnitude of the shows, but

from several adaptations we have seen in smaller individualistic shops we are sure that good business will accrue by adopting the same principles. The ordinary pharmacy largely needs reorganising on the basis of relegating stock to a convenient place for easy handling and using every available inch of space for open display. This is a feature of every modern progressive business, and it is a paying proposition, self-evident to all who have eyes to see and minds to understand. Perfumes and toilet requisites are an unfailing source of attraction which is not confined to one sex. At a time when economic problems have produced a disturbing complex, those who appreciate the points mentioned and put them into practice are likely to be the first to escape from the present economic dilemma.

American Peppermint Oil

THE report of the American Department of Agriculture on the preliminary survey of the mint crops in the five chief producing Eastern and Western States of America indicates that the total acreage under cultivation is 37,400 acres, against 52,400 acres in 1930; a decrease in area of approximately 15,000 acres. In addition it is estimated that the average yield per acre this year will be about 16.2 lb. as compared with 19 lb. per acre in 1930. The net result gives an anticipated production of 606,000 lb. against 993,000 lb. in 1930, a shortage of about 39 per cent. The department's report might well have had the effect of bringing about a sharp advance in values and under ordinary conditions such a movement would no doubt have taken place. Actually, however, the market has weakened since the official figures were published. Some attempt was made early on to mark up prices and shippers tentatively suggested 9s. per lb. c.i.f. as a probable figure for new season's oil. The first offers were in the region of 7s. 6d. with buyers showing no interest. Cabled quotations followed at about 7s. and this week shipment offers of branded oil have been received at 6s. 7½d. per lb. c.i.f., and still buyers are showing practically no interest. A year ago the shipment figure was in the region of 10s., and in September 1929 about 15s. per lb. The immediate pre-war figure was close to 15s. 6d. per lb., while the highest value on record (excluding the war period) is 122s. per lb. The run of the market against the crop and output is due to the fact that the carry over of stocks from the huge productions of the 1929 and 1930 years more than compensates the deficit of this year of about 387,000 lb. The carry over is estimated to be in the region of 400,000 lb. It is rather more than probable that on to-day's market value production is thoroughly uneconomic and, sooner or later, an adjustment will have to be effected. It is just one more instance of over-production, to which has to be added the now permanent competition of Japanese demethylised oil, which, in these stringent times, is, on account of its comparative cheapness, finding favour in not a few consuming quarters. The Japanese product is now offering at about 4s. 2d. per lb., and after making allowance for the cost of re-distillation, it leaves a very fair margin under the American oil. There is no evidence of confidence in the American oil market, either from the speculator's or consumer's point of view, the opinion being held that prices may go still lower. The accuracy or otherwise of this forecast will rest largely on the ability, or lack of it, of producers and holders to hold their stocks.

North Irish Pharmacists' Association

Special General Meeting

A SPECIAL general meeting of the North Irish Pharmacists' Association was held on September 2, to consider the question of the adoption of candidates, if considered desirable, for the approaching elections to the Pharmaceutical Council of Northern Ireland. The president (Mr. W. J. Hardy) occupied the chair, and the attendance included Messrs. H. Todd, H. McRoberts, R. Andrew, James McDowell, C. B. Abernethy, John Adams, J. C. Culbert, John McDowell, Samuel Hogg, J. McGregor, H. Crossin, A. Dundee, E. Richey and James Dundee (secretary).

At the outset the chairman referred to the loss sustained by Mr. H. F. Moore, one of their most active members, on the death of his father, Mr. William Moore, of Bangor, and sympathy was passed by a standing vote.

PURPOSE OF MEETING

The CHAIRMAN said that was the first time in the history of the Association a special meeting had been called for the purpose of either adopting or not adopting candidates for the elections. Candidates had previously been either adopted or approved at the Committee meetings, but this time last year the Executive made a selection of candidates, and it was pointed out by Mr. Crossin that it would be much better if the selections were made at a general meeting. The then president (Mr. Culbert) gave a promise that that meeting would be called, and it had accordingly been called for the purpose set out in the notice. It was always his intention to call the meeting, but he would remind the meeting that under the rules it was in the power of the Committee to have made the selections, but he thought it was wiser to have that meeting. He had expected that there would be no necessity to call the meeting, even after the promise was made, as he had hoped the Association would have effected amalgamation with the Ulster Retail Drug Trade Association and the Chemists and Druggists' Society. With that object in view at the beginning of his presidency a committee was appointed and got into touch with the other bodies. He regretted to say that the results were negative, so that there was no other course open to them but to pursue the course they had pursued since the inception of the Council. The question of amalgamation did not arise at the meeting, except in so far as it was in relation to their action that day. If amalgamation had taken place there would, in his view, have been no need for the meeting. It was his view that if their votes were split that day there might be opposition from other quarters. There were four retiring pharmaceutical members—Mr. H. Todd, the first president of the Council and an active member; Mr. S. S. Badger, the present president, who had not spared himself in the interests of the Society; Mr. H. McRoberts, who had voted pharmaceutically since he became a member of the Council; and Mr. H. Lancashire, who was not coming forward again. The question was now whether they would adopt candidates, and, if so, whom.

DISCUSSION

Mr. MCGREGOR proposed that the Association adopt candidates as before. It was advisable, he said, that they should be selected at an open meeting, so that some new energy should be imparted to the Council which had not done much for them in the past five or six years. In this connection he instanced the non-enforcement of the law regarding the issue of agricultural and horticultural poisons and the Third Schedule of potent drugs.

Mr. CROSSIN seconded.

Mr. JAMES McDOWELL suggested that no candidates be put forward so that every member could have a free hand.

Mr. ABERNETHY took a similar view. It was a good thing all the members should have to fight for their seats. He believed that matter should be left open.

Mr. ANDREW opposed the motion so that new blood could come forward.

The motion was carried by a majority of five.

The meeting proceeded to select candidates.

Mr. MCGREGOR proposed that Mr. S. H. Forrest (Bangor) be chosen in room of Mr. Lancashire.

Mr. DUNDEE seconded.

Mr. ADAMS moved that Mr. Crossin (Belfast) be selected.

Mr. CROSSIN urged that the balance as between city and country be preserved, and was supported in this view by the chairman.

The meeting decided on the suggestion of Mr. Culbert to first select two country members.

Mr. MCGREGOR renewed his nomination of Mr. Forrest.

Mr. CULBERT proposed that Mr. Fred Ferguson (Lurgan) be a candidate.

Mr. JOHN McDOWELL seconded.

Mr. HOGG moved, and Mr. McROBERTS seconded, the nomination of the retiring country member, Mr. Badger (president of the Society).

On a ballot Mr. Forrest headed the poll, and there was a tie between Messrs. Badger and Ferguson.

The CHAIRMAN gave his casting vote in favour of Mr. Badger, who was accordingly selected with Mr. Forrest.

Mr. DUNDEE proposed, and Mr. HOGG seconded, that the retiring councillors, Messrs. Todd and McRoberts, be selected.

Mr. ADAMS proposed, and Mr. BLACK seconded, Mr. Hugh Crossin.

Mr. CROSSIN proposed the name of Mr. John Adams, but he declined to stand.

Mr. CULBERT proposed Mr. Robert Andrew.

Mr. CROSSIN asked if Messrs. Todd and McRoberts intended to stand, even if they were not selected by the Association.

The CHAIRMAN said he understood so.

Mr. CROSSIN said if he were turned down by the Association he would not dream of standing as an independent.

Mr. DUNDEE said that 289 members were summoned and only eighteen attended. If he were dropped in such circumstances he would be inclined to stand on his own, if it was his year to retire.

Mr. CULBERT said if there was a block of four candidates put forward, it was straining the loyalty of the members to vote for all four.

Mr. TODD defended the Council, which he said could not be more energetic. It had done everything possible to have poisons confined to the drug trade, and had sent deputations to the Ministry of Home Affairs, which had made promises which they could not always carry out owing to pressure from other sources. As to the Third Schedule, they had striven for it for years, but the Ministry had decided that the time was not yet ripe for it. The Council could do no more than it was doing.

Mr. McROBERTS said he had done all he could for the trade. He would not be dictated to by a small meeting, but if he were turned down by a large meeting he would not go forward again.

Mr. ANDREW referred to the failure of candidates at the last examinations, but the chairman said it was not in order.

Mr. Crossin and Mr. Adams withdrew their nominations.

Mr. ANDREW said he did not wish a ballot on his name, and the chairman declared Messrs. McRoberts and Todd adopted, there being no other names before the meeting.

The CHAIRMAN, in closing the proceedings, said they could all ventilate their ideas at the annual meeting.

French Foreign Trade

FOREIGN trade statistics recently published by the Minister of Finance give particulars of French imports and exports during the year 1930. Goods actually imported into France, i.e., goods cleared through the French customs for consumption in that country during the year 1930 were valued at 52,344,369,000 francs, compared with 58,220,622,000 francs in 1929, a decrease in 1930 of 5,876,253,000 francs. The aggregate weight of imports has increased from 59,460,803 metric tons in 1929 to 60,759,029 tons in 1930. Exports of French goods have decreased in weight and in value. In 1930, 36,579,342 tons were exported, valued at 42,829,652,000 francs, while in 1929, 39,906,441 tons were exported, valued at 50,139,151,000 francs, the difference being 7,309,499,000 francs and 1,237,153 tons respectively. Compared to figures for 1913, imports show an increase of 16,538,643 tons and exports an increase of 14,504,829

tons in 1929. Regarding trade with Great Britain imports in 1930 were valued at 5,249,291,000 francs, against 5,827,570,000 francs in 1929. Exports show a decrease, being valued at 6,839,003,000 francs in 1930, and 7,572,712,000 francs in 1929. The following total stocks were held in bonded warehouses in France on December 31, 1930 (amounts in metric tons): Pepper, 1,261; vanilla, 701; olive oil, 902. The following table shows the amounts in tons, unless otherwise stated, of imports and exports of interest to the drug trade. Under the heading "French exports" are given amounts of goods actually manufactured in France, or of goods of foreign or colonial origin, which, by reason of their having been cleared through the French Customs in the ordinary way and placed on the home market, have acquired the designation of French products.

	Total Imports		Total Exports		French Exports	
	1929	1930	1929	1930	1929	1930
	Tons	Tons	Tons	Tons	Tons	Tons
Acetanilid. (kg.)	900	900	—	600	—	600
Acetic acid (kg.)	8,200	2,200	102,500	131,100	102,500	131,100
Acetone	2,098	460	60	53	60	53
Acetyl chloride (kg.)	11,600	5,700	400	100	400	100
Acetylmorphine and salts (kg.)	230	1	3,352	41	3,352	41
Acetylsalicylic acid	16	24	120	131	120	131
Aloes (kg.)	68,400	55,400	11,500	8,400	1,400	1,600
Ammonium : carbonate, bicarbonate	376	441	48	35	46	34
Ammonium fluoride	33	20	—	—	—	—
Ammonium phosphate	390	342	141	*200	141	*200
Amyl acetate (kg.)	3,100	3,700	1,400	500	1,400	500
Amyl alcohol (kg.)	4,600	3,500	9,200	26,400	9,200	26,400
Anethol (kg.)	3,800	2,000	3,500	2,000	200	3,500
Antimony sulphide (pharmaceutical) (kg.)	1,000	300	153,100	59,800	153,100	59,800
Apomorphine and salts (kg.)	2	28	—	—	—	—
Arsenic	32	26	—	—	—	—
Arsenic sulphide	19	7	39	28	32	30
Arsenious acid	176	289	2,460	2,716	2,460	2,716
Atropine and salts (kg.)	2	1	1	3	1	3
Barium carbonate, pptd.	2,084	1,273	71	117	71	117
Barium chloride	3,586	2,595	190	306	190	306
Barium chromate (kg.)	1,400	1,200	700	500	700	500
Barium hydroxide	43	6	29	1	29	1
Barium nitrate	66	86	—	—	—	—
Barium sulphate, pure	115	66	*160	*186	*160	*186
Barium sulphide	758	895	196	347	196	347
Benzaldehyde (kg.)	48	3	9	5	9	5
Benzoin	15,900	27,800	400	100	400	100
Benzoates (kg.)	6,400	9,100	4,700	5,200	4,700	5,200
Benzoic acid (kg.)	10,300	2,200	200	100	200	100
Benzoin	288	200	169	167	18	14
Benzoyl chloride (kg.)	1,400	900	—	—	—	—
Bismuth	79	81	—	1	—	1
Bismuth carbonate, nitrate, salicylate (kg.)	600	3,200	27,300	46,600	27,300	46,600
Borax, refined	1,856	2,939	690	814	690	701
Boric acid	446	315	2,424	1,811	2,424	1,811
Bromides (ammonium, barium, calcium, potassium, sodium, strontium) (kg.)	6,900	7,400	27,500	49,800	27,500	49,800
Bromine (kg.)	5,000	100	347,300	782,300	347,300	782,300
Butyl acetate	524	510	3	35	3	35
Butyl alcohol	325	334	7	6	7	6
Caffeine and salts (kg.)	18,100	8,700	200	600	200	600
Calcium lactate (kg.)	1,000	700	600	1,500	600	1,500
Calcium phosphates (pharmaceutical) (kg.)	10,700	17,400	30,600	40,100	30,600	40,100
Camphor (kg.) :						
natural	120,200	110,900	1,100	1,100	300	1,000
refined	97,700	*100,800	9,800	8,000	8,100	3,700
synthetic or artificial	365,600	103,000	105,300	16,400	105,300	16,400
Cantharides, civet, castorum, ambergis (kg.)	11,600	6,100	1,600	1,200	1,600	1,200
Carbon disulphide	1,793	1,499	656	1,201	656	1,201
Carbon tetrachloride	124	148	4	82	4	82
Carbonic acid, liquid	270	263	283	231	283	231
Cardamoms (kg.)	55,700	50,400	15,100	17,300	—	100
Cassia lignea (kg.)	9,400	9,400	—	—	—	—
Caustic potash	227	441	4,552	5,303	4,552	5,303
Caustic soda	648	187	37,385	36,205	37,311	36,205
Chloral hydrate (kg.)	10,000	10,300	1,800	700	1,800	700
Chlorides and oxides of mercury	50	40	5	6	5	6
Chlorine, liquid (kg.)	300	7,600	36,200	114,000	36,200	114,000

* For the first eleven months of 1930

	Total Imports		Total Exports		French Exports	
	1929	1930	1929	1930	1929	1930
	Tons	Tons	Tons	Tons	Tons	Tons
Chloroform (kg.)	6,600	4,200	20,700	64,200	20,700	64,200
Chromates and dichromates of potassium ..	694	652	9	12	9	12
sodium ..	2,334	1,691	49	261	49	261
Chrome alum	402	555	38	27	35	27
Chromic acid	51	36	2	3	2	3
Cinchona bark	1,359	1,342	13	15	13	15
Cinnamon	285	148	211	154	4	3
Citrate of lime	928	1,040	—	—	—	—
Citric acid	638	434	110	176	93	168
Cloves	160	568	438	536	7	5
Cocaine, crude (kg.)	273	1,115	3	—	3	—
pure and salts (kg.)	175	83	573	134	573	134
Codeine and salts (kg.)	1,088	2,682	114	561	114	561
Copaiba (kg.)	12,000	7,400	3,900	1,400	300	1,200
Copper sulphate	22,646	28,106	3,733	5,006	3,731	4,998
Cream of tartar: Rochelle salt	12,892	10,812	13,227	11,490	13,227	11,490
Great Britain	—	—	2,648	3,140	2,648	3,140
U.S.A.	—	—	4,487	4,075	4,487	4,075
Germany	—	—	1,866	708	1,866	708
Cresols, over 50 per cent. isomers	94	137	11	10	11	10
Creosote (kg.)	200	500	24,600	11,600	24,600	11,600
Diastase (kg.)	1,400	1,000	5,300	10,200	5,300	10,200
Digitalin (kg.)	2	3	118	241	118	241
Ether (kg.)	8,000	38,400	61,400	59,700	61,400	59,700
Ethyl acetate	251	281	4	11	4	11
Ethyl chloride (kg.)	700	1,100	22,000	26,600	22,000	26,600
Ethyl, ethylene, methyl bromide (kg.) ..	100	—	500	500	500	500
Ethylene glycol	121	61	—	—	—	—
Ethylmorphine and salts (kg.)	100	124	5	16	5	16
Emetine and salts	59	10	7	28	7	28
Formaldehyde 40 per cent.	60	88	52	47	52	47
Formic acid	348	260	294	146	294	146
Fungicides and insecticides	521	429	484	686	484	686
Gallic acid (kg.)	3,800	6,000	900	800	900	800
Glucose, pure	10	13	480	397	480	397
Glycerin: crude	708	1,003	4,554	4,630	4,554	4,535
distilled	442	434	362	1,652	136	1,652
Glycerophosphoric acids and glycerophosphates	12	6	48	32	48	32
Glycol derivatives (kg.)	7,200	11,500	—	400	—	400
Glycyrrhizin (kg.)	1,300	3,000	3,600	2,800	3,600	2,800
Gold and platinum salts (kg.)	4	1	60	31	60	31
Guaiacol (kg.)	10,200	2,200	13,400	18,300	13,400	18,300
Salts and derivatives (kg.)	5,200	13,200	32,300	21,600	32,300	21,600
Hydrofluoric acid (kg.)	13,600	26,600	6,800	4,000	6,800	4,000
Hydrogen peroxide	286	483	442	351	441	351
Hexamethylene-tetramine and derivatives (kg.)	73,600	58,400	500	2,200	500	2,200
Iodides (ammonium, lithium, potassium, sodium, strontium) (kg.)	900	2,100	26,600	26,600	11,600	26,600
Iodine (kg.)	76,100	3,300	9,100	15,000	1,900	14,600
Lactic acid: industrial	56	61	24	12	24	12
pure (kg.)	9,800	5,400	5,300	11,000	5,300	11,000
Lanolin (kg.)	3,700	3,200	18,000	18,100	18,000	18,100
Lead acetate	108	69	3	80	3	80
Lead carbonate	705	608	342	546	273	546
Lead chromate	116	71	15	3	15	3
Lecithin (kg.)	5,000	23,800	—	100	—	100
Leeches (1,000)	529	626	290	300	290	300
Lemon juice	22	52	16	17	16	17
Lichens, medicinal	186	197	464	742	464	742
Liquorice juice	159	94	956	774	956	774
Liquorice root: natural	4,605	5,136	389	256	368	243
cut or peeled	123	82	—	—	—	—
Mace (kg.)	6,100	6,400	700	1,200	—	—
Magnesia, calcined	1,809	6,085	15	41	15	41
pure	182	220	10	4	10	4
Magnesium carbonate	1,004	1,292	111	45	105	45
Magnesium, metal	62	53	3	27	3	27
Magnesium sulphate	5,349	3,419	58	51	58	51
Manganese dioxide	49	249	235	62	235	62
Manna (kg.)	18,800	13,800	2,100	1,700	1,300	1,600
Medicinal herbs, leaves, flowers	4,060	3,289	4,035	3,325	3,722	2,976
Menthol (kg.)	24,200	15,000	29,400	28,600	29,300	27,800
Mercury	118	184	17	3	2	3
Methyl alcohol	674	903	209	156	209	156
Methyl chloride (kg.)	2,900	6,000	36,300	26,600	36,300	26,600
Methyl salicylate (kg.)	1,200	3,700	43,300	42,300	43,300	42,300
Monochlorobenzene (kg.)	4,600	13,300	12,300	100	12,300	100
Morphine and salts (kg.)	607	121	5,001	277	5,001	271
Musk (kg.)	142,850	21,250	4,230	15,340	4,230	15,340
β-Naphthol (kg.)	100	31,600	2,200	700	2,200	700
Naphthol benzoate and salicylate (kg.) ..	1,800	2,800	400	1,600	400	1,600
Naphthalene, crude	1,608	1,469	2,933	1,478	2,933	1,478
refined	139	290	117	86	117	86
Nicotine (kg.)	43,500	33,900	8,300	3,700	8,000	3,700
Nitric acid	885	1,127	376	315	377	315

	Total Imports		Total Exports		French Exports	
	1929	1930	1929	1930	1929	1930
	Tons	Tons	Tons	Tons	Tons	Tons
Nitrobenzene (kg.)	1,300	7,000	97,100	272,100	97,100	272,100
Nutmegs (kg.)	124,700	95,000	18,400	9,000	300	—
Oils, citrus (kg.)	258,556	252,896	27,316	33,098	26,318	30,956
Oil, geranium (kg.)	15,027	15,631	25,321	23,179	24,674	21,774
Oil, linseed	1,608	2,698	2,829	5,451	2,580	5,451
Oil, olive	—	—	13,592	13,050	6,508	12,546
Great Britain	—	—	2,110	1,974	760	1,851
Oil, rose (kg.)	2,349	1,121	1,628	1,806	1,618	1,424
Oil, ylang-ylang (kg.)	34,551	22,720	13,058	10,988	13,058	10,974
Oleic acid: animal	5,287	4,448	236	137	234	137
vegetable	3,078	3,329	806	555	615	555
Opium (kg.)	110,400	164,400	11,600	5,800	1,400	400
Orange, lemon peel	980	672	110	59	40	21
Organic compounds of silver (kg.)	600	1,200	1,000	3,000	1,000	3,000
Organotherapeutic products (kg.)	400	400	4,900	—	4,900	—
Oxalic acid	560	179	26	61	26	61
Oxygen, compressed	73	207	497	605	497	605
Papaverine and salts (kg.)	17	176	123	114	123	114
Paraffin, hard	7,418	9,116	98	89	39	27
soft	26	41	167	105	167	105
Pepper	3,323	3,022	679	744	46	36
Indo-China	3,156	2,747	—	—	—	—
Pepsin (kg.)	128,700	105,800	27,600	43,800	27,600	43,800
Perfumes: synthetic or artificial	168	120	352	398	352	397
Pilocarpine (kg.)	—	20	11	7	11	7
Pimento	417	359	288	323	6	3
Piperazine and salts (kg.)	200	700	200	4,400	200	4,400
Podophyllin (kg.)	—	200	—	—	—	—
Pharmaceutical products, radioactive	600	—	800	2,300	800	2,300
Phenacetin (kg.)	7,000	7,400	78,800	65,900	78,800	65,900
Phenol, crystalline	975	740	29	58	29	58
Phenols and cresols	1,153	1,181	342	154	342	154
Phenolphthalein (kg.)	10,400	12,700	—	300	—	300
Phosphoric acid	64	37	11	8	11	8
Phosphorus: white	12	21	176	344	176	344
red	20	22	132	196	132	196
Potassium bisulphite (kg.)	4,000	3,500	6,400	6,500	6,400	6,500
Potassium carbonate	2,287	1,631	682	404	632	404
Potassium chlorate	—	42	2,811	2,890	2,809	2,890
Potassium cyanide	13	18	20	68	20	68
Potassium ferrocyanide	388	276	5	13	5	13
Potassium ferricyanide (kg.)	4,500	4,100	32,700	20,900	32,700	20,900
Potassium metabisulphite (kg.)	6,300	13,700	128,700	76,800	128,700	76,800
Potassium oxalate	56	52	—	1	—	1
Potassium perchlorate	11	12	413	363	413	363
Potassium permanganate	50	11	23	144	23	144
Potassium sulphate	3,117	2,487	2,223	2,886	2,223	2,886
Precipitated chalk	1,884	1,511	385	490	385	490
Pyrogallol technical (kg.)	3,000	3,400	—	—	—	—
Sublimed (kg.)	3,400	5,100	—	—	—	—
Quassin (kg.)	6	—	—	1	—	1
Quinine and salts (kg.)	300	—	39,700	49,700	39,700	49,700
Resorcin (kg.)	400	300	60,900	67,800	60,900	67,800
Saffron (kg.)	15,000	13,200	1,200	2,900	1,200	2,900
Salicylates (kg.)	17,500	3,800	34,100	26,600	34,100	26,600
Salicylic acid (kg.)	6,600	5,000	28,600	8,200	28,600	8,200
Salol (kg.)	200	600	20,000	9,500	20,000	9,500
Santonin (kg.)	574	291	—	11	—	4
Saponified cresol disinfectants (kg.)	900	—	106,000	43,000	106,000	43,000
Shellac, bleached	11	22	29	32	29	32
Sodium, metal	—	107	78	37	78	37
Sodium bicarbonate	28	86	6,735	7,350	6,735	7,350
Sodium bisulphite, liquid	7	14	745	808	745	808
Sodium fluoride (kg.)	4,400	4,500	11,400	12,900	11,400	12,900
Sodium fluorilicate	20	123	79	35	79	35
Sodium formate	40	18	—	1	—	1
Sodium hydrosulphite (kg.)	1,400	15,000	64,700	83,200	64,700	83,200
Sodium hypochlorite	—	8	2,204	2,604	2,210	2,604
Sodium hyposulphite	35	56	3,454	3,133	3,454	3,133
Sodium nitrite	608	395	2	73	2	73
Sodium phosphates	19	30	1,785	1,025	1,785	1,025
Sodium perborate	131	121	304	514	304	514
Sodium peroxide (kg.)	2,300	2,300	24,300	16,500	24,300	16,500
Sodium sulphate crystalline	12	245	461	246	461	246
anhydrous	586	634	6,161	2,909	6,161	2,909
Sodium sulphide	727	493	2,653	1,725	2,653	1,725
Sodium sulphite	156	176	515	723	515	723
Sodium meta-, pyro-sulphite	51	19	205	4	205	4
Sponges	263	438	60	43	60	42
Stearic acid	566	430	1,233	681	998	681
Strychnine and salts (kg.)	3,077	1,180	15	8	15	8
Sulphur chloride	319	227	—	—	—	—
Sulphur precipitated	13	43	625	366	625	366
Sulphur, roll	116	234	749	759	749	759
Crude	20,170	19,253	1,295	244	1,300	244
Sublimed	—	—	1,194	822	1,194	822
Sulphuric	20,602	47,224	20,992	16,384	20,992	16,384

	Total Imports		Total Exports		French Exports	
	1929	1930	1929	1930	1929	1930
	Tons	Tons	Tons	Tons	Tons	Tons
Sulphurous acid, liquid	179	204	972	941	972	941
Synthetic organic chemical products ..	551	582	72	53	72	53
Tar, vegetable	3,326	2,954	1,314	1,207	1,265	1,111
Tannic acid	14	26	63	80	63	80
Tartar emetic (kg.)	—	4,300	2,300	2,000	2,300	2,000
Tartaric acid	902	904	1,093	980	1,075	973
Terpine (kg.)	2,500	2,400	3,000	900	3,000	900
Tetrachlorethane (kg.)	2,200	600	12,300	57,900	12,300	57,900
Theobromine acid salts (kg.)	12,300	11,300	300	1,700	300	1,700
Thymol (kg.)	5,500	4,500	300	100	300	100
Trichlorethylene	405	71	856	1,235	856	1,335
Turmeric: Rhizome	318	230	126	114	25	19
Powder (kg.)	1,900	400	20,900	13,500	20,900	13,100
Turpentine	166	162	8,214	6,957	8,212	6,445
Urea	1,483	1,137	21	—	21	—
Vanilla	1,246	761	697	591	4	4
Vanillin and derivatives (kg.)	3,900	3,900	64,900	77,300	64,800	77,300
Veratrine and salts (kg.)	57	24	—	3	—	3
Waterglass	169	322	1,918	2,530	1,918	2,530
Wax, mineral or ozokerite: Crude ..	269	194	6	30	6	15
Refined	407	348	66	86	61	75
Wax (vegetable) carnauba, myrtle and others	913	1,020	42	39	14	21
Zinc carbonate (kg.)	700	16,600	800	1,000	800	1,000
Zinc chloride	212	109	753	326	753	326
Zinc oxide	2,109	1,565	2,506	3,239	2,505	3,239
Zinc sulphate	388	247	108	160	108	160

Zanzibar Cloves

THE production and trade of Zanzibar is the subject of a pamphlet (2d., H.M. Stationery Office), prepared in the statistics and intelligence branch of the Empire Marketing Board. Over three-quarters of the world's cloves are produced in the islands of Zanzibar and Pemba. There are about 3,000,000 clove trees in the islands, of which 6 to 7 per cent. are below the bearing age. The average age of the trees in Zanzibar is less than in Pemba, on account of the hurricane in 1872, which destroyed the Zanzibar industry, but left Pemba intact, and attention is being devoted to regenerating the Pemba plantations with the object of avoiding the otherwise inevitable decline in production.

DISTRIBUTION OF TRADE

Clove exports are widely distributed, and although the United Kingdom took less than one-tenth of the exports in 1929, the Empire as a whole purchased the greater part of the crop, mainly through the large share going to India. Following India, which took nearly two-fifths of the clove exports, the Dutch East Indies took one-sixth of the total and the United States about one-eighth. Of the much less important exports of clove stems, the United Kingdom took nearly one-quarter, but Germany took one-half the total, and the Netherlands nearly one-fifth. The figures for 1929 are as follows (in thousands of £) at 1s. 6d. per rupee:—

	All countries	United Kingdom	Other Empire countries	Italy	Countries other than the United Kingdom and Italy
Cloves ..	868	81 9%	406 47%	11 1%	India 38%, Dutch East Indies 17%, U.S.A. 13%, Straits Settlements 7%, Holland 5%
Clove stems	22	5 23%	1 5%	—	Germany 50%, Holland 18%, Dutch East Indies 2%, India 2%, Straits Settlements 2%

STATISTICS OF PRODUCTION

An examination of the clove statistics shows that production fluctuates considerably from year to year, but on the whole has an upward tendency, which is clearly shown when the fluctuations are smoothed out by averaging over five-yearly periods. At the end of

last century the average production amounted to 14,000,000 lb. per annum. Ten years later the figure had grown to 16,500,000 lb., and in the five years ended 1919-20 to an average of 19,000,000 lb., while for the past five seasons (1925-26 to 1929-30) the average has been 23,000,000 lb., despite the fact that 1928-29 was a particularly bad season with a crop of only 7,000,000 lb. Besides its use as a condiment, the clove contains about 17 per cent. of essential oil, which is utilised in such diverse ways as a basis in certain types of perfume, as a bactericide in tooth paste and dental dressings, as a preservative in adhesives and dopes, and in the manufacture of vanillin. Despite the manufacture of vanillin from coal tar products, there has been steady progress over the period in the production of cloves. The following table shows the development in the production of cloves since 1895:—

Production of Cloves in Zanzibar and Pemba
(Thousand centals)

Period	Zanzibar	Pemba	Total Protectorate of Zanzibar
Average of five years ended			
1899-1900	35	104	139
1904-05	25	107	132
1909-10	51	114	165
1914-15	45	125	170
1919-20	54	135	189
1924-25	63	138	201
Years			
1925-26	77	137	214
1926-27	76	185	261
1927-28	67	175	242
1928-29	26	44	70
1929-30	—	—	350 (a)

(a) Provisional estimate.

GROWTH OF TRADE

The table given below shows the growth of exports in cloves from Zanzibar and Pemba since 1893, no details being available prior to this date. Up to and including 1911, re-exports are included, but in later years they are excluded. For 1928 and 1929, conversions are made at 1s. 6d., in 1893 at 1s. 3d., and other years at 1s. 4d. per rupee.

(In thousands)

	1893	1901	1911	1921	1928	1929
Cloves .. Cwt.	107	106	181	167	158	175
£	139	164	437	766	651	868
Clove stems Cwt.	(a)	(a)	19	52	43	19
£	—	—	13	51	45	22

(a) Included with cloves.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 10

THE markets are generally over-shadowed by the political position and business of importance is more or less suspended pending the publication of the methods and means to be adopted to raise the necessary additional national revenue. Although some products are sagging as the result of weeks of neglect, the general tone is fairly steady, and it is hoped that an improved demand will follow when future conditions are a little clearer than they are at the moment. In pharmaceutical chemicals, business is fair on small lines. Bromides are still very competitive; vanillin is much steadier; thymol is weak and easy as quoted; aspirin is meeting with an improved demand. In crude drugs there is little to comment upon. Ergot is scarce and again dearer. New crops of a number of products are now coming along and being offered. Senega is inclined to be steadier but remains at low figures. Buyers' interest in essential oils is still anything but brisk, the market as a whole being rather sluggish. Bergamot is easier, while lemon and orange are fairly steady. Anise (Star) is a turn easier; citronella is very steady, American peppermint is easier and somewhat unsteady, while business is slow. Japanese dementholised has also moved to slightly cheaper rates, the shipment market being unsteady on quotation. Complete depression in fixed oils continues and further slight falls in values are recorded. Linseed is now at extremely low figures. Industrial chemicals are generally steady and business is fair. Formaldehyde is selling at very low figures. Coal-tar products are generally unchanged on the week.

Firmer	Easier	
Ergot (Spanish and Russian) Spike oil	Anise (star) oil Bergamot oil Camphor Menthol	Peppermint oil (American and Japanese) Spearmlut oil

Pharmaceutical Chemicals, etc.

RATHER quiet conditions prevail in most markets with the tone steady. There has been a good demand for aspirin. Bromides are still very competitive. Thymol is easy as quoted. Vanillin is steadier now that a good deal of the second-hand parcels have been cleared.

ACETANILID remains quiet but fairly steady: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb., as to quantity. AMIDOL has been in limited demand; prices unchanged: one cwt., 7s.; 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN is still very slow, but the market is maintained: crystals, five cwt., 11s. 11d.; two cwt., 12s. 1½d.; less than two cwt., 12s. 4d. per lb., with powder 1½d. per lb. extra.

ASPIRIN has been in quite good demand, and the market is steady: home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d., per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d., per lb., f.o.b.; less than one cwt., 2s. 9d., per lb., ex works.

BENZOIC ACID (B.P.) meets with a limited business on a keen market; quantities ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 1s. 11d. per lb., ex store.

BROMIDES.—The limited business moving is being very keenly competed for, with home makers' prices meeting the position: ammonium, 1s. 3½d. to 1s. 3½d.; potassium, B.P. crystals, 1s. 2d. to 1s. 2½d.; granular, 1s. 1½d. to 1s. 1½d.; sodium, B.P., 1s. 2½d. to 1s. 3d. per lb.; cheaper prices for large bulk quantities.

CALCIUM LACTATE continues in fair demand with keen prices quoted for important business: spot, 1s. 1½d. to 1s. 3d. per lb., as to quantity.

CHLORAL HYDRATE is steady and a moderate business continues: home makers quote duty-paid crystals, 2s. 11½d. to 3s. 1½d. per lb., as to quantity and packing; foreign, on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. crystals).—The market remains subdued with quoted prices for foreign material in the region of 10½d. to 10½d. per lb., less 5 per cent., carriage paid. British makers quote 10½d. per lb., less 5 per cent. discount.

CREAM OF TARTAR is fairly steady as quoted round about 76s. per cwt., less 2½ per cent., carriage paid: business has been mostly in limited quantities. British makers quote 99 to 100 per cent. at 76s. per cwt., less 2½ per cent. discount.

GUAIACOL CARBONATE is about steady at fixed prices: some second-hand parcels may be available at slightly less; five cwt., 5s. 3½d.; two cwt., 5s. 4½d.; one cwt., 5s. 6½d.; less than one cwt., 5s. 7½d. per lb.

HEXAMINE continues to move in fairly good quantities with the market very competitive: free-running crystals, spot, from 1s. 9½d. to 1s. 10d. per lb., and less for large contracts.

HYDROQUINONE is steady at fixed prices, but business is slackening off: ten cwt., 3s. 3½d.; five cwt., 3s. 4½d.; two cwt., 3s. 5½d.; one cwt., 3s. 5½d.; 56 lb., 3s. 6½d.; 28 lb., 3s. 8½d.; 14 lb., 3s. 10½d.; 7 lb., 4s. 0½d.; 1 lb., 4s. 7d. per lb., carriage paid.

METHYL SALICYLATE (B.P.) is unchanged on quotation, but the market is being discounted a little in some quarters: one ton and over, 1s. 3d.; five cwt., 1s. 3½d.; one cwt., 1s. 3½d.; less than one cwt., 1s. 4d. per lb.

PARAFORMALDEHYDE is moving fairly well with very keen prices for big quantities: 100 per cent. powder, quantities in kogs, 1s. 3d.; smaller parcels up to 1s. 5d. per lb.

PHENACETIN.—A moderate business in small quantities is reported; market is fairly steady: crystals, ten cwt., 3s. 8d.; five cwt., 3s. 9d.; two cwt., 3s. 9½d., and less, 3s. 10½d. per lb., with powder 1½d. per lb. extra.

PHENAZONE continues steady at Convention rates; business rather quiet: crystals, ten cwt., 6s. 4d.; five cwt., 6s. 5½d.; two cwt., 6s. 7d., and less, 6s. 8½d. per lb., with powder 1½d. per lb. extra.

PHENOLPHALEIN continues nominal at Convention rates with sales of importance at lower figures: ten cwt., 5s.; two cwt., 5s. 1d.; less than two cwt., 5s. 2½d. per lb.

QUININE SULPHATE.—It is understood that at present there is no intention to revise the price for this market from the current figure of 1s. 8d. per oz., carriage paid on minimum 200-oz. lots. The American price continues 2d. cheaper in comparison.

RESORCIN is a keen market and quoted prices are inclined to be easy: crystals, one cwt., 2s. 9½d.; 56 lb., 2s. 10d.; 28 lb., 2s. 10½d.; small parcels, 2s. 11d. per lb., with powder 1d. per lb. extra.

SALICYLIC ACID (B.P.).—Market is firm at home makers' prices: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SODIUM SALICYLATE (B.P.).—A fairly good volume of business continues with home makers in a good position: home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

TARTARIC ACID (B.P.) crystals show no further decline with foreign material quoted at about 10d. to 10½d. per lb., less 5 per cent., ex wharf; business has been difficult and limited. British makers quote 10½d. per lb., less 5 per cent. discount.

VANILLIN is fairly steady as quoted: very little second-hand material now offering; business has been moving: ex guaiacol, one ton, 13s.; ten cwt., 13s. 3d.; five cwt., 13s. 6d.; three cwt., 13s. 9d.; one cwt., 14s.; 56 lb., 14s. 3d.; 28 lb., 14s. 6d.; 14 lb., 14s. 9d.; less, 15s. per lb.; ex clove oil, 14s. 6d. to 16s. 6d. per lb., as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

ACONITE ROOT.—New crop *Napellus* variety is now practically ready for shipment, with the quotation steady at 60s. per cwt., c.i.f.

AGAR-AGAR has remained almost neglected, with quoted values nominally unchanged: Kobe No. 1, 4s. spot and 4s. 0½d. c.i.f.; No. 2, 3s. 10½d. spot and 3s. 11d. c.i.f.; Yokohama, 3s. 9d. spot and 3s. 8d. c.i.f.

ANTIMONY has been generally quiet, with quotations unchanged: Chinese crude, spot, £20; shipment, £13 5s. c.i.f.; Chinese white oxide, spot, £23; shipment, £20 c.i.f.

ARNICA FLOWERS.—New crop Montana is being offered at 8d. per lb. to arrive.

BALSAMS.—The market is steady for *Tolu* at about 2s. 4d. to 2s. 4½d., and *drossy* at about 2s. 2d. per lb. spot. Canada is easier at about 3s. 10d. per lb. and a shade less for large lots.

BURDOCK ROOT.—New crop sound root is being offered at from 35s. per cwt., ex wharf.

CAMPHOR is rather easier on a dull market: spot, slabs, about 2s. 1d.; flowers, 2s. 2d.; tablets, 2s. 6d.; shipment, slabs, about 1s. 11d.; flowers, 1s. 11½d.; tablets, 2s. 5d. per lb., c.i.f.

CARDAMOMS.—Business has again been slow: bold Ceylon-Mysore, 5s. to 5s. 3d.; mediums, 3s. 6d. to 3s. 9d.; small mediums, 2s. 6d. to 3s.; smalls, 2s. to 2s. 6d.; Alleppy greens, 1s. 10d. c.pot, shipment 1s. 9d. c.i.f.; Bombay seeds, 2s. 10d. spot.

CASCARA SAGRADA.—Quotations for car-load lots of new peel are at about 39s. to 40s. c.i.f., but business is very limited. One-year-old peel is at about 47s. 6d. per cwt.

CHAMOMILE FLOWERS.—The deliveries of the new crop are rather disappointing, appearing to be damaged by wet weather. Higher prices are now being asked for good white flowers.

CLOVES.—The market is easier after a week of very poor business: Zanzibar, spot, 8d.; shipment, September-November, 6½d. sellers, c.i.f.; Madagascar, spot, 8d.

The landings of Zanzibar in London during the week ended September 5 were 25, and the deliveries 46, leaving a stock of 674, against 535 in 1930. From January 1 to date, landings of Zanzibar have been 1,541, against 6,132 in 1930, and the deliveries 1,886, against 5,568 in 1930. Landings of Madagascar for the week ended September 5 were *nil*, and the deliveries 20, leaving a stock of 1,211, against 1,797 in 1930. Landings of Madagascar this year to date have been 2,320, against 4,924 in 1930, and the deliveries 2,015, against 3,140 in 1930.

COCOA BUTTER has been slack all the week but quoted values are holding: Van Houten's A, 10½d.; English, 8½d. to 9½d. per lb., in minimum one-ton lots.

COCONUT (DESICCATED) has been in very quiet demand, but the market is fairly steady: on spot, fine and medium, 17s. 9d.; shipment, 16s. 3d., c.i.f.

COD-LIVER OIL.—This market is well maintained at full rates, and moderate shipment orders continue to be placed. Exports to August 22 totalled 45,926 barrels, against 47,735 at the same time last year. The total production this season was 55,000 barrels. Shippers are not anxious to sell. Finest Lofoten non-freezing medicinal oil, 113s. to 114s. per barrel, c.i.f. Spot, minimum five-barrel lots, 116s. Some brands may be slightly cheaper.

DANDELION ROOT is quoted at 52s. 6d. per cwt. c.i.f., London, for foreign to arrive October-November.

ERGOT.—Supplies of Russian of good sound quality are now difficult to locate, and the price would be rather in the neighbourhood of 1s. 4d. and upwards. Slightly wormy is offered at about 1s. 2½d. to 1s. 3d. per lb. There is no prospect of any Russian ergot coming to hand. The Continent is reported to be bare of stocks. Spanish is dearer on spot at fully 1s. 8d. per lb. for old crop; for shipment, a mixture of new and old crop, 1s. 11d. to 2s. per lb., c.i.f.

GELATIN is unchanged at former rates; business has been negligible: gold leaf, 2s. 1d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 5d. per lb., in one-cwt. cases.

GINGER is still in very poor demand, but prices are maintained: West African, 25s. per cwt., spot.

GUM ACACIA.—There is no material change to report here; the market has been dull and prices, if anything, are inclined to be easy: Kordofan cleaned sorts, spot, 37s. 6d.; shipment, 34s. 6d., natural, spot, 35s. 6d. to 32s. 6d., c.i.f.; bleached, spot, from 100s.

HYDRASTIS.—The market is somewhat easier, with spot at about 5s. 9d. and shipment at 5s. 3d., c.i.f.

IPECACUANHA is keeping quite up to former rates and a steady if rather limited business continues to be trans-

acted: Matto Grosso, spot, 6s. 3d. to 6s. 6d. per lb.; Minas, spot, 5s. 9d. to 6s. per lb.

MANNA.—New crop is now quoted at fully 4s. per lb. for good bold white flake packed in 1-lb. tins.

MENTHOL.—The market is easier on the week and business has been slow: K/S brands, spot, 13s. 4½d.; shipment, October-December, 12s. 3d. per lb., c.i.f.

MERCURY.—There is no change in the price for Italian-Spanish at £16 15s. per bottle, f.o.b.; spot, in fair quantities, about £16 17s. 6d.

PEPPER.—On balance the market is about unchanged, but business has been poor; shipment quotations are fairly steady: Lampong, spot, 5½d.; shipment, August-October, 4½d.; October-December, 4½d., c.i.f.; Tellicherry, spot, 6d.; shipment, September-November, 59s., c.i.f.; Alleppy, spot, 5½d.; September-November, 57s., c.i.f.; white Muntok, spot, 7½d.; shipment, August-October, 6½d.; October-December, 6½d., c.i.f.

QUILLAIM BARK.—There has been an improved demand for this article, with crushed bark offering at 35s. per cwt.

RUBBER.—Due to various rumours and to a slight fall in production and stocks rather than to a more active market, prices show an appreciation on the week. U.K. stocks total 136,250 tons, a decrease of about 10,000 tons on the week. Stocks a year ago were 113,000 tons. No. 1 standard ribbed smoked sheet, sellers, spot, 2¼d.; September, 2½d.; October, 2¾d.; November, 2½d.; December, 2¾d.; January-March, 2½d.

SAFFRON is well maintained at last week's advanced rates; the shipment position is firm: prime B.P., 49s.; extra B.P., 43s. 6d.; super B.P., 42s. per lb.

SEEDS.—ANISE.—Spanish, 47s.; Bulgarian, 30s.; Russian, 30s. spot. CANARY.—Quiet; Mazagan, spot, 12s.; shipment, now 11s. 9d. c.i.f.; Tangier, 13s.; Kenitra, 12s. 6d. spot.

LINSEED.—Mazagan, 15s.; Morocco, 14s. spot. **CORIANDER.**—Quiet and unchanged, 11s. 6d. spot. **CUMIN.**—Malta, spot, 48s. 6d.; shipment, 42s. 6d., c.i.f.; Morocco, 32s. 6d. spot. **FENUGREEK.**—14s. spot; Tunisian, 17s. spot. **CARAWAY.**—Lower, Dutch offering at 21s. 9d. spot. **MUSTARD,** 20s. to 31s. per cwt., according to quality.

SENEGA.—Some occasional business is reported, but the market remains at low levels and is now fairly steady: spot, 1s. 10d. to 1s. 10½d.; shipment, about 1s. 7d. per lb.

SENNA.—The market is quiet, with values about unchanged; business has been of little importance: Alexandrian finest selected hand-picked pods, about 5s. 6d.; seconds, 3s. 6d.; mediums, 1s. 9d.; ordinary manufacturing, 4½d. to 5d. per lb. as to quality. Tinnevely, new crop, ordinary f.a.q. pods, 4d. to 4½d.; hand-picked, 5½d. to 6d.

SHELLAC.—The market is steadier after a decline earlier in the week; business is slow: TN standard orange, spot, 70s.; fine orange, 82s. 6d. to 155s.; pure button, 85s. to 87s. 6d.; for delivery, TN sellers, October, 63s. 6d.; December, 64s. 6d.; for arrival, TN sellers, September-October, 62s.; October-November, 62s. c.i.f.

SIRANONIUM LEAVES.—New crop prime green Hungarian leaves are offering at 45s. per cwt. c.i.f. Italian leaves are being quoted at 35s. per cwt., c.i.f.

TRAGACANTH.—Medium and fine qualities have met with some demand from America, with little buying from the Continent. Lower grades have been dull. Arrivals during the past six months have been very limited.

WAX (VARIOUS).—These markets have been dull in all directions and unchanged. JAPANESE, on spot, 45s.; CARNAUBA, fatty grey and chalky grey, 66s.; medium yellow, 130s.; fine yellow, 160s. per cwt., spot. **CANDELLILA** is steady at 60s. per cwt.; **SPERMACEIL**, 9½d. per lb., spot; **PARAFFIN**, 17s. 6d. to 27s. 6d. per cwt., as to melting point; **CERESINE**, 35s. to 80s. per cwt., as to colour and melting point; **BEES'**, bleached, discs, £7; slabs, £6 17s. 6d.; yellow refined, £6 2s. 6d.; yellow crude, £5 5s. per cwt., spot.

Essential Oils

A VERY moderate volume of business has been transacted during the past week and values in some markets are inclined to sag, while in a few instances quoted prices are definitely easier. Bergamot is slightly easier and quiet. Lemon is steady. Spike is very firm and again dearer. Anise (Star) is a shade easier on the week. Japanese dementholised peppermint is slightly cheaper, and American oil has also moved to lower figures, closing irregular and dull.

ALMOND.—There is not much business moving, but the market is fairly steady: bitter, genuine s.a.p., 6s. 6d. per lb.; sweet is well maintained at 1s. 9d. per lb. spot.

ANISE (STAR).—The market is a shade easier; there has been a little business moving and the tone is steadier at the close: "Red Ship," in leads, 1s. 11½d.; in tins, 1s. 10½d.; in drums, 1s. 9d. spot; shipment, in leads, 1s. 8½d.; in tins, 1s. 7d.; in drums, 1s. 6½d. c.i.f.

BERGAMOT.—The volume of business being done is almost negligible. The market is rather easier and there is little confidence in the possibility of supplies at the source being controlled. Shipment offers are in the region of 6s. 6d. to 6s. 8d. per lb. c.i.f.; spot is about 7s. 9d. and something less for good quantities.

BOIS DE ROSE.—While sales have been limited in number and volume, the market is quite steady: Cayenne is firm on spot at 5s. 3d., with shipment at 4s. 9d. c.i.f.; Brazilian is offering on spot at 2s. 9d. and shipment at 2s. 6d. per lb. c.i.f.

CAJUPUT is dull and rather easy as quoted: spot, barely 2s. 1d.; shipment, about 1s. 9d. per lb. c.i.f.

CARAWAY is maintained on quotation, but there is nothing in the way of important business moving: double-distilled, spot, 6s.; crude, 5s. 7d. per lb.

CASSIA is barely steady, with business on a restricted scale: spot, 80 to 85 per cent., 3s. 1d. to 3s. 1½d. per lb.; shipment, about 2s. 8d. c.i.f.

CEDARWOOD remains very slack indeed, but the spot price is unchanged at about 1s. 6d. per lb.; shipment, 1s. 3d. per lb., c.i.f.

CINNAMON LEAF is irregular on quotation and the market is dull: shipment offers are at about 2s. 9d. per lb. c.i.f., with spot mentioned at about 3s. 5d. to 3s. 6d. per lb.

CITRONELLA.—Although business has been by no means brisk or heavy this market is keeping up well and the shipment market for Java is inclined to harden: Java, spot, 2s. 3d.; shipment is moving up from 2s. 1d. with 2s. 2d. now being asked; Ceylon, spot, 1s. 9d.; shipment, 1s. 5d. per lb. c.i.f.

CLOVE is none too steady at the present low figures and the shipment market is being maintained with difficulty; business has been light: spot, 90 to 92 per cent. eugenol, 5s. 4d. to 5s. 6d. per lb.

EUCALYPTUS.—While there has been some fair bulk business moving, the market still tends to slightly easier rates: Australian, 70 to 75 per cent., 1s. 1½d.; Spanish, 1s. 1d.; 80 to 85 per cent., from 1s. 2d. per lb. and upwards.

GERANIUM.—Business on spot has been light, but there is no indication of the market easing from current rates: Bourbon, spot, 16s. 9d.; shipment, 15s. 9d. per lb. c.i.f.; Algerian oil is very steady, although dull: spot, 17s. 6d.; the shipment market is reported firm with the crop about average, but current shipment figures of about 16s. 3d. to 16s. 6d. per lb. c.i.f. are said to be uneconomic.

GINGERGRASS is irregular on quotation and the market is still quiet: spot, about 7s. per lb.

JUNIPER BERRY (B.P.) is offering on spot at from 4s. 6d. to 5s. per lb. as to quality. Business has been slow and the market is none too steady.

LAVENDER.—Reports on the French crop are contradictory, with some indicating shortage and others a normal year. Shipment quotations are being steadily maintained. The carry-over from last year is reported to be considerable: French, 50 to 52 per cent., 9s. 3d.; 40 to 42 per cent., 8s. 2d.; 38 to 40 per cent., 8s.; 35 to 38 per cent., 7s. 9d.; 30 to 32 per cent., 7s. 3d. per lb. c.i.f.

LEMON.—Only a very moderate business is reported on this market. Shipment seems to be endeavouring to hold up, with hand-pressed Sicilian at about 3s. 2½d. to 3s. 3d. per lb., thus showing a slight advance: spot is at about 3s. 4d. to 3s. 6d. per lb. The carry-over in Italy is reported to be about one million pounds. Machine-made oil, spot, 2s. 11d. to 3s., and shipment, about 2s. 10d. per lb. c.i.f.; Californian, spot, 2s. per lb., in drums.

LEMONGRASS is easy and unsteady as quoted: spot, 1s. 10½d.; shipment, about 1s. 6d. per lb. c.i.f., in good quantities.

LIME is about held at former rates, but the market is not quite so strong: genuine double-distilled, spot, about 42s. 6d.; hand-pressed, 52s. 6d. per lb.

MANDARIN is offering on spot at 14s. to 14s. 3d. per lb.; business is not of much account, but the market is keeping steady.

ORANGE.—Fairly steady conditions prevail in this market despite the rather marked lack of demand: Sicilian sweet, spot, 7s.; shipment, 6s. 8d. c.i.f. Bitter orange is unchanged at 5s. 4d. per lb. c.i.f., and from 5s. 6d. on spot; Californian, spot, 3s. 5d. to 3s. 9d. per lb., as to quantity.

PALMAROSA meets with occasional small business with the market barely maintained: East Indian, spot, 8s. to 8s. 3d.; shipment, about 7s. 9d. per lb. c.i.f. for good quantities.

PATCHOULI has been of small interest: spot, 12s. 6d. to 12s. 9d.; shipment, from 11s. per lb., c.i.f.

PEPPERMINT.—The market for Japanese dementholised has been rather quiet, business being generally limited to some few orders of five-case lots. Quotations are rather easier, being quoted on spot down to 4s. 2d. (some holders asking 4s. 4d.); shipment, October-December, 3s. 11d. and January-March, 3s. 10½d. The position of American oil is by no means definite, but the shipment quotations are inclined to move to lower rates in the region of 6s. 7½d. for tins in cases. There appears to be extremely little interest in such offers.

PETITGRAIN is still in very poor request, and the market is rather easy as quoted at 4s. 6d. per lb., spot.

ROSE.—The market is still littered with some parcels of unknown brand or quality, most of which are offered at particularly low figures. Bulgarian new crop, own distillation, about 50s. per oz.; second quality, about 35s.

ROSEMARY.—The market is keeping well up to the recent advanced rates, although business has been on the quiet side: Spanish spot, 1s. 9d. per lb., for good quantities and shipment is at 1s. 6d. per lb., c.i.f.

SANDALWOOD.—Mysore Government value for cwt. case lots is 30s., and for smaller lots about 32s. 6d. per lb. Western Australian, 17s. 9d. to 21s. per lb., as to quality.

SASSAFRAS is of little interest, but spot values are about maintained at 4s. 3d. to 4s. 9d. per lb., as to origin.

SPEARMINT.—A further decline in shipment offers down to about 6s. 8d. per lb., c.i.f. is recorded, and the market is still unsettled, and there is very little business being done. Spot is nominal.

SPIKE.—It is still found to be very difficult to obtain shipment offers, and the market is recorded as firm at 2s. 4½d. per lb., c.i.f. Spot holders are now asking from 2s. 8d. to 2s. 9d. per lb.

WORMSEED continues to be quoted on spot at about 12s. per lb.: the market has been dull.

BAY, 5s. 9d. to 7s. 3d., as to phenol content. **CALAMUS**, 7s. 6d. to 7s. 9d.; **CANANGA**, 7s. 6d. to 8s.; **DILL**, Dutch B.P., 12s. to 12s. 3d.; **FENNEL**, 4s. 6d. to 4s. 9d. for sweet; **GINGER**, finest quality, 30s.; **GUAIACWOOD**, 4s. 9d. to 5s. 3d.; **MUSTARD**, 14s. to 14s. 9d.; **NEROLI**, French, 15s. 6d. to 21s. 6d.; **Italian**, 4s. 4d. to 4s. 6d.; **NUTMEG**, B.P., 5s. 9d. to 6s. 3d.; **PENNYROYAL**, 3s. 6d. to 3s. 8d.; **PINE**, Siberian, 2s. 6d. to 2s. 4d.; **SAGE**, 1s. 8d. to 2s.; **THYME**, white 25 to 30 per cent., 2s. 9d. to 3s., red, 50 to 60 per cent., 3s. 6d. to 3s. 9d.; **VETIVERT**, Bourbon, 14s. 3d. to 14s. 9d.; **WINTERGREEN**, 6s. to 6s. 6d.; **YLANG YLANG**, Manila, 4s. 10d. to 5s. per oz.; Bourbon, 20s. to 32s. 6d., all per lb., on spot, unless otherwise stated.

The following quotations are current for synthetics, etc.: —Acetophone, 6s. 3d. to 6s. 6d. per lb.; amyl acetate, pure, 127s. 6d. to 130s. per cwt.; technical, 117s. 6d. per cwt.; amyl formate, 10s. 9d. to 11s. per lb.; amyl salicylate, 2s. 2d. per lb., in cwt. lots; aubepine, ex para cresol, 6s. 4d. to 6s. 8d. per lb.; benzaldehyde, f.f.c., 1s. 9d. to 2s. per lb.; benzyl acetate, f.f.c., 1s. 5d. to 1s. 8d. per lb.; benzyl alcohol, 1s. 7d. to 1s. 9d. per lb.; bromstyrol, 100 per cent., 9s. to 9s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 8s. to 8s. 3d.; coumarin, 5 cwt., 10s. 6d.; one cwt., 11s.; small lots, 11s. 6d. per lb.; ethyl benzoate, 4s. 6d. to 4s. 9d. per lb.; ethyl phthalate, cwt. lots, 2s. 2d. per lb.; eugenol, 8s. 6d. to 9s. per lb.; geraniol, ex palmarosa, 16s. per lb.; heliotropin, 100 per cent. crystals, 4s. 10d. to 5s. 3d. per lb.; iso eugenol, 10s. 6d. to 10s. 9d. per lb.; methyl acetate, 30s. to 32s. per lb.; methyl anthranilate, 5s. 6d. to 5s. 9d. per lb.; mirbane, 8½d. to 10d. per lb.; musk ketone, 29s. 10d. per lb., with bonus for quantities; phenyl ethyl alcohol, 7s. 6d. to 8s. per lb.; safrol, 1s. 10½d. to 2s. per lb.; terpineol, 1s. 1½d. to 1s. 4d. per lb.

The following arrivals have taken place from the countries indicated during the period September 3 to 9 inclusive: Almond (Spn.) 7 cs.; anise (Star) (Jpn.) 7 pkgs. (H.-Kong) 10 cs.; cajuput (D.E. Ind.) 1 cs.; caraway (Gy.) 2 cs., (Netherlands) 2 dms.; cassia (H.-Kong) 10 cs.; cinnamon (Ceylon) 1 dm.; citronella (Java) 10 cs.; clove (Gy.) 4 cs.; dill (Gy.) 1 cs.; eucalyptus (Spn.) 46 cs., (Austl.) 40 cs. 8 dms.; lavender (Fr.) 2 cs.; lemongrass (Ceylon) 4 dms.; peppermint (S. Africa) 2 cs., (Jpn.) 45 cs.; petitgrain (Fr.) 1 cs., (Netherlands) 3 cs.; rose (Fr.) 1 pkg. 1 cs., (Bulgaria) 1 parcel; rosemary (Spn.) 2 cs.; sandalwood (Ind.) 17 cs., (Austl.) 136 cs.; various (Spn.) 1 cs.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

The New Pharmacy Bill in Saorstát Éireann

SIR,—The official report (*C. & D.*, July 25, p. 91) of our reception by the Council of the Pharmaceutical Society of Ireland mentioned only one of the points raised. We wish to give some account of the other important matters discussed and to outline our principal objections to the proposed Pharmacy Bill.

(1) *General Meeting of the Members of the Society*.—We have requested that a general meeting of members be held to discuss the final proposals.

(2) *Reciprocity*.—We are definitely opposed to reciprocity. Mr. M. J. Parkes, P.C., in dealing with our objections under this heading, said:—"In the first place what have we to gain by it? Nothing; in fact we stand to lose. Nobody wants reciprocity with Northern Ireland, and it is well known that in Great Britain there are about 8,000 unemployed chemists. Being a Northerner I know a little about conditions there, and they are none too flourishing. The number of pharmacies is out of all proportion to the needs of the public, and in one month alone twenty-one apprentices were registered having passed equivalent examinations. The Dominions have enough of their own without strangers. The U.S.A. and other foreign countries are likewise situated. Our first obligation is to protect ourselves and find posts for our assistants. Reciprocity is far too dangerous a matter to be left in the hands of any twenty-one members. I do not intend this as a slur on the Council, but I maintain that twenty-one members should not have power to give away the birthright of the chemists of this country." Our proposal is that the Council shall have no power to enter into reciprocal arrangements with any Society outside Saorstát Éireann.

(3) *Corporations or Company Pharmacies*.—The proposals contained in the draft Bill are entirely contrary to the interests of all chemists in the Saorstát. It is proposed to authorise any person or group of persons to form companies for the practice of pharmacy provided a qualified chemist holds 10 per cent. of the shares and acts as superintendent of the company, the only stipulation being that any such corporation formed must show a paid-up capital of £1,000. Mr. P. G. P. Bourke, in putting forward our suggestions for redrafting this section, said:—"The draft proposals having regard to corporations must be scrapped *in toto*. It is a direct invitation to financiers to form companies and open multiple shops. If this proposed Bill is allowed to go through in its present form the day of the individual chemist is over. Let us examine the Act of 1875. There is in it no mention of corporations. No one, under this Act, could keep open shop for the compounding and dispensing of medicines save a qualified chemist. The amendment Act of 1890, Section 17, left the first loophole for the setting up of companies. That this was an oversight in the drafting of the section is clearly proved by the fact that the Pharmaceutical Society of Great Britain prosecuted the persons concerned in the setting up of the first company in England. The Pharmaceutical Society, however, lost the action. That it was fully alive to the importance of the point at issue was proved by the subsequent action of the Society in bringing the case to the House of Lords. Our proposals are:—(a) That every member of the board or other governing body of any corporation shall be a pharmaceutical chemist on the Register of Saorstát Éireann, and permanently resident in Saorstát Éireann; (b) That it shall be unlawful for any person, not a pharmaceutical chemist on the Register of Saorstát Éireann, and not permanently resident in Saorstát Éireann, to hold any share or financial interest in any such corporation." . . . Messrs. Cremen, Ronaghan and Gleeson also spoke. In replying to our deputation the president said he was pleased to see the younger generation

taking such an active interest in the affairs of the Society. On account of the number of important questions raised he requested that our suggestions be sent to the Council for discussion at their next meeting in September. In view of this official appreciation we feel that local conditions and opinions should be brought before the Council. Now that chemists throughout the country realise that on this Bill their entire future depends, we know that a more lively interest will be displayed than heretofore. But interest without action is of little use, and those members who may say that they have had no opportunity for discussing the proposals, should not complain if they do not avail of the opportunity, which the annual October meeting offers, for a full and open discussion on the draft pharmacy Bill.—Yours, etc.,

C. J. CREMEN, M.P.S.I.
M. J. PARKES, M.P.S.I.
P. G. BOURKE, M.P.S.I.
JOHN GLEESON, M.P.S.I.
E. RONAGHAN, M.P.S.I.
F. DOYLE, M.P.S.I.
J. A. O'ROURKE, M.P.S.I.

The Dosage of Thyroid

SIR,—I have read the letter of Mr. H. W. Paines (*C. & D.*, September 5, p. 317) with much interest, and, with your permission, I would make a few further comments. Mr. Paines makes quite a good point in drawing attention to the fact that while the principal manufacturers give most prominence to the dosage of thyroid in the natural fresh condition, some of them give only the doses of the desiccated substance in the case of other glands. This appears inconsistent, but the explanation is quite simple. Where we are dealing with a gland introduced for the first time in the desiccated form, the dosage of the dry gland is quite naturally given. Mr. Paines wants all glands to be treated in this way, but this will not do in the case of thyroid, for the simple reason that there is half a century of history behind that gland and enormous numbers of papers have been written on thyroid treatment, in the vast majority of which the dosage recognised is that of the fresh gland. The modern pharmacologist also recognises this, as, for example, in the B.P. Codex, where it states as follows: "Dry thyroid should be dispensed when *thyroideum siccum* is ordered. When thyroid, thyroid gland, or thyroid extract is ordered the dispenser should supply the fresh gland or its equivalent in dried gland." In the drug tariff for N.H.I. dispensing it is explicitly stated that "unless the prescriber indicates otherwise, the dose of thyroid specified in a prescription should be interpreted in terms of the fresh gland." My view is that the next issue of the B.P. should clearly indicate what is intended by "thyroid." As I stated in my paper, "it must be decided what the word thyroid is to mean, and the decision on that point will settle the dosage." It is too late now to turn back the hands of the thyroid clock, and the statement in the Codex, or something like it, should be followed. Anything else would lead to great confusion, and might be positively dangerous. I may add that I have received a number of letters privately, and to one of these I am indebted for the quotation above from the "drug tariff." Another friend writes as to what he had noticed in a case where dried thyroid was prescribed and dispensed, that after a short period of treatment violent palpitation and general prostration were produced; after cessation of the thyroid medication the symptoms entirely disappeared. Unfortunately, owing to lack of space, a paragraph of my original paper was omitted. I there suggested that it would be well to give a standard for the active ingredient, whether iodine or thyroxin.

So far as iodine is concerned, all sorts of figures are given, one of the latest given being 0.5 per cent. of organic iodine in the desiccated gland. It would be valuable to know the animal the thyroid of which contains such a large proportion of iodine! Speaking from my own knowledge of the subject, I am quite certain that iodine does not represent all the active principle of thyroid. The same has also been stated regarding thyroxin, and therefore it will be interesting to see the official view on this rather perplexing problem.

Yours faithfully,

THOMAS MABEN.

London, S.E.

Height of Verbascum

SIR,—Your correspondent (*C. & D.*, August 29, p. 290) notes that *verbascum* "may be seen growing to the height of quite 5 feet." The plant seeds itself in the wild part of my garden, where it was found before the house was built twenty-five years ago. I have just measured one fine specimen which has recently finished flowering. It is 8 ft. 2 in. tall, and so quite lives up to its old name of "High Taper." The wet season and some shade have also favoured the attainment of abnormal height in two other biennials, the teasel and the marsh thistle (*Carduus palustris*).

Yours faithfully,

J. E. SAUL.

Radlett.

The Sale of Poisons

SIR,—In the report of the Accrington inquest on the body of a person who died from the effects of ammonia poison (*C. & D.*, September 5, p. 293) the coroner uttered some scathing remarks upon the ease with which persons could obtain poisons from small shops for the purpose of ending their lives. He considered that the inquest in question should be a lesson to hasten the Bill before Parliament for the purpose of putting restrictions on the sale of lethal poisons. Should it not be the duty of the local chemists (or pharmaceutical association) to inform the coroner that the objection chemists have to the Bill is the creation of a class of licensed poison vendors, which would extend the sales to which he objects? If he were to place his objections and reasons against the extension of poison sales facilities in the proper quarter his opinion, being free from any suspicion of bias, would be of great help in opposing the intention expressed in the Pharmacy and Poisons Bill.—Yours, etc.,

ARKAY (5/9).

Chemists and Other Sellers of Poison

SIR,—In the abstract of the paper read by the vice-president of the Pharmaceutical Society at the delegates' meeting in Manchester (*C. & D.*, August 22, p. 259), I was very pleased to see that he said it was essential to bear in mind that the qualification is one entitling the holder "to keep open shop." I think this fundamental point is often overlooked. In all the turmoil of argument about education, examination, and more recently legislation, the solid fact remains that of the candidates who pass the Qualifying examination nearly all have been trained in open shops and will resume their work in similar shops. I agree that the weeding out should start at the beginning. The vice-president also said that the genesis of the Pharmacy and Poisons Bill of 1930 was the further breaking up of the monopoly (so-called) of the sale of poisons begun in 1908. After the Society has administered the Act for sixty odd years impartially and with every satisfaction—even our opponents admit this—we are accused of having a monopoly. This charge is not accurate, for many poisons are sold by the hundred-weight and ton which never pass through a chemist's shop; it is only the pennyworths and the grains which are left to the chemist. Are we approaching the stage when all medicinal quantities of poisons will be sold only on prescription, while all bulk poisons will be distributed either direct or through licensed dealers?

Faithfully yours,

MINIMA (31/8).

The Claims of the P.A.T.A.

SIR,—Why do pharmacists require to be reminded by the clarion words in your last issue (*C. & D.*, September 5, p. 308) uttered by the president—Mr. Milner—how much the present generation of pharmaceutical traders owes to the energies and persistencies of this organisation? To me, it is inexplicable, more particularly in view of the real material advantages which have accrued from its working. What more can the trading pharmacist require than to help the working of an association which means more profit for his business transactions and, moreover, has persistently protected that profit? My association with this admirable body dates from its birth, so that I can share with Mr. Milner some idea of its initiation, evolution and general working. The lean years of profit in pharmacy which were general just before and after the advent of the present century are almost unknown to many present-day traders. The late Sir William Glyn-Jones' great hit was undoubtedly in securing early and prompt support from Mr. Davenport, of Great Russell Street, London, the proprietor of Collis Browne's chlorodyne. I wrote to thank Mr. Davenport for being so bold as to bring his preparation into the scheme, and for many years treasured the kind reply I received. It meant a great deal in those days to risk advancing the retail price of a preparation which was then very much cut, and I fear largely substituted. The venture on Mr. Davenport's part was, I think, a success to him personally in a material form of increased turnover and profits, and no substitution so far as pharmacy was concerned. Retail pharmacists may have absolute reliance that the P.A.T.A. fights well for their interests.

Yours faithfully,

FRANK ENGLISH (8/9).

Dispensing from Different Panel Areas

SIR,—In reply to the comments on p. 141 of your issue of August 1, I am aware that the National Insurance Formulary has not been adopted in all areas. But I am of opinion that, having been accepted in the majority of cases, the universal adoption of the N.I.F. will come in due course as a natural sequel. It is, of course, open to any chemist to apply to be on several panels if he so desires, but the case I had in mind was when the customer came from further afield. I am myself on two panels, but I find that the bulk of the scripts come from one area with relatively only a few from the other; and, as your correspondent, "S. Sayllis" (p. 166), points out, all panel lists, notices and so on are sent out from each district, the chemist receiving a copy from each committee, while the cheque for the lesser area may be only a few shillings a month. The expenses thus incurred must be far heavier than would be those for some scheme such as I outlined, whereby the odd scripts would be paid by one's regular committee and afterwards collected by them from the one concerned.—Yours faithfully,

ALL SCRIPTS (11/8).

Locums

SIR,—Your correspondent "Dawai-Walah" (*C. & D.*, August 15, p. 239) speaks of locums as a feared and hated class; surely this is a general and rather sweeping indictment. Let me say at once that I am not a locum, but I have in the past done locum work at intervals between more permanent engagements, and I have very pleasant recollections of the manner in which I was received and treated by the pharmacists whom I relieved for their annual vacation. As the years have gone by I have become the employer instead of the employee, and I cannot complain of the locums I have had. I am willing to admit, however, that there are bad locums, mostly those who are addicted to the glass, but I do not think they are representative of a class any more than some of the employers I have served in my assistant days were representative of chemists as a whole, and my experiences in that respect were much worse than my experiences as an employer of locums.—Yours faithfully,

LOCALISED (7/9).

Legal Queries

A. S. (15/6).—The occupier of a factory or workshop, to which the Factory and Workshops Act, 1901, applies, is authorised to purchase for the purpose of giving first-aid treatment in cases of injury to the eye, cocaine eye drops of the prescribed formula. In accordance with Section 4 (b) of the Dangerous Drugs (Consolidation) Regulations, 1928, these cocaine eye drops may not be delivered to the messenger unless he "produces to the supplier a statement in writing signed by the recipient to the effect that he is authorised by the recipient to receive the drug or preparation in question on behalf of the recipient and the supplier is satisfied that the document is a genuine document." An entry must be duly made in the Dangerous Drugs register, and, since these cocaine eye drops come within Part I of the Poisons Schedule, the appropriate entry in the poison-book must also be signed.

Apprentice (7/9) who has been insured for some time under the National Health and Unemployment Insurance schemes is about to leave his employment in order to attend a course of study for his qualifying examination. Will it be necessary for him to continue his contributions under both schemes in order to be eligible for benefit after his studies are completed? [So far as Health Insurance is concerned, if "Apprentice" has already paid not less than 104 contributions he can become a voluntary contributor while he is not in employment. He should notify his approved society of his desire to do so. There is no corresponding provision for contributing voluntarily to Unemployment Insurance; if he has paid thirty contributions during the past two years this will qualify "Apprentice" for benefit, subject to compliance with the usual conditions, should he be unable to secure employment after he has sat for his examination.]

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Midge Bites

I have found as a suitable combination:—Tinct. lavand. co., 2 ℥; liq. hamamelids dest., 1 oz. It may be sold at 1s. per 1 oz. flat (white or tinted) bottle.—*W. (31/8).*

Cycling Errand-Boys

If I am ever elected to Parliament—and strange things happen—I shall bring in a Bill for the abolition of cycling errand-boys. Month by month one of our representative bodies pays out a larger or smaller sum as compensation for the havoc wrought by these doubtful blessings, and I cannot help thinking it is time they were suppressed.—*A. E. (11/8).*

A Visit to Hamam Selama

Our holiday tour was to take us through Oran, and, with the memory of a previous cordial invitation, we asked if it would be possible to visit the source of the Icilma water in the time at our disposal. The wells are some forty miles away, and the country is not very interesting, except one stretch from Cherchel to Tenes along the Corniche road, where for miles the land was purple with wild lavender. A new bore had recently been made, and when we arrived the warm spring water spouting forth was still coloured from the drilling operations. On going near the heat given off was remarkable, and by the time we left, after about an hour, the water was rapidly assuming its usual clearness. The water was discovered accidentally when boring for oil. The Icilma Co. still maintain baths, in some cases ordinary porcelain ones, and larger stone reservoirs capable of holding two or three chairs on which the patients sit. The water requires no further heat; it flows into the baths continuously, and is drained out into the lake.—*D. W. Brennan, Ph.C., Finchley, London, N.3.*

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

H. R. (Italy) (10/83).—ARTIFICIAL DENTURES.—While the enamel portion can stand any amount of scrubbing and friction, anything in the nature of the latter on the vulcanite will destroy for ever a well-fitting denture. A soluble powder or a liquid is indicated. A brush will readily keep clean the enamel, but even this implement should be used sparingly on the vulcanite. The simplest powder is:—

Borax	...	...	...	4 oz.
Sodium perborate	...	...	...	2 oz.
Menthol	...	...	...	10 gr.

Dissolve a teaspoonful in a tumbler of hot water and allow the denture to remain in the solution as long as convenient, then cleanse with a brush. A more complicated powder is:—

Borax	...	...	...	20.0
Potassium chlorate	...	...	...	8.0
Sodium perborate	...	...	...	10.0
Sodium benzoate	...	...	...	5.0
Sodium chloride	...	...	...	2.0
Menthol	...	...	...	0.5

If solution of hydrogen peroxide is used for the denture, and it is very effective, the addition to the tumbler of hot water of a few crystals of bath salts ensures rapid oxygenation of the water and cleanses the vulcanite from the firmly adherent mucin. The chlorine solutions are rather popular through good advertising. A useful solution is made as follows:—

Sodium chloride	...	...	8 dr.
Chlorinated soda solution	...	...	5 fl. oz.
Distilled water	...	...	10 fl. oz.

There is no question that this is an efficient cleaner, but the odour is against it.

In the case of metal dentures a good plate powder or jewellers' rouge may be employed once a week; on other days a hard brush with a little soap is sufficient.

C. C. (30/8).—STOMACH POWDER.—Sodium salicylate is the essential ingredient, mixed with a vegetable powder.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," September 15, 1881

Retail Prices and Dispensing Prices

I think it is important that we keep equally clearly before us, in our dealing with our retail customers, the distinction between matters of mere trade and operations involving skill and responsibility. I do not think any pharmacist can be regarded as honourably upholding the status of the pharmaceutical calling who thinks he ought to be paid for the retailing of commonplace drugs in the same ratio as dispensing. The pharmacist who would do honour to pure pharmacy should either decline miscellaneous trade altogether or make a broad distinction between his trade and his art by competing with traders on trade principles, and competing in his art as an artist should, giving the highest abilities, and looking for proportionate payment. . . . The public have no difficulty in appreciating the services of the haircutter, the tailor, the bootmaker or the watchmaker when their charge is entirely or chiefly for skilled work and very little for material. [From a paper by Barnard S. Proctor.]

Owing to pressure on space, this week's instalment of the C. & D. Commercial Compendium is held over.



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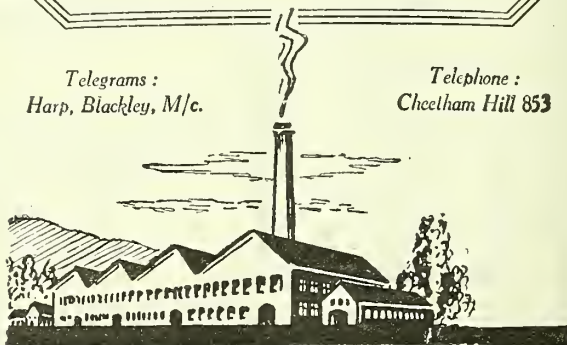
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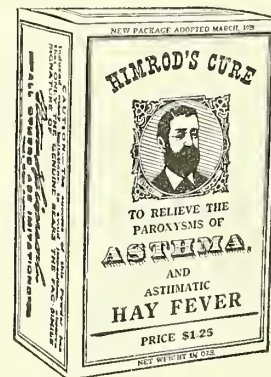
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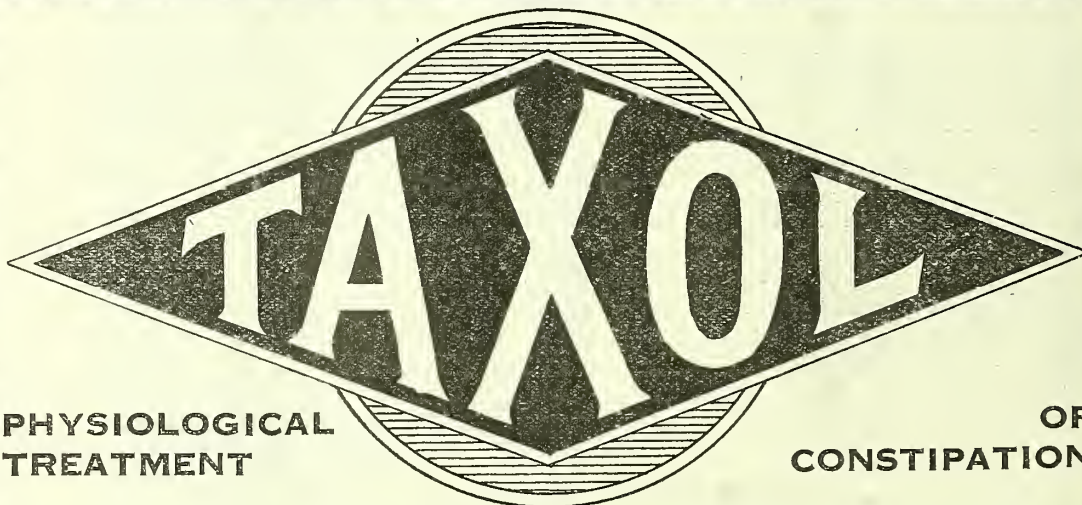
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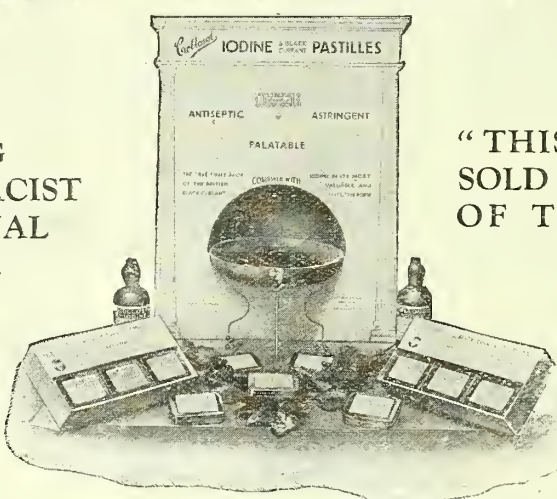
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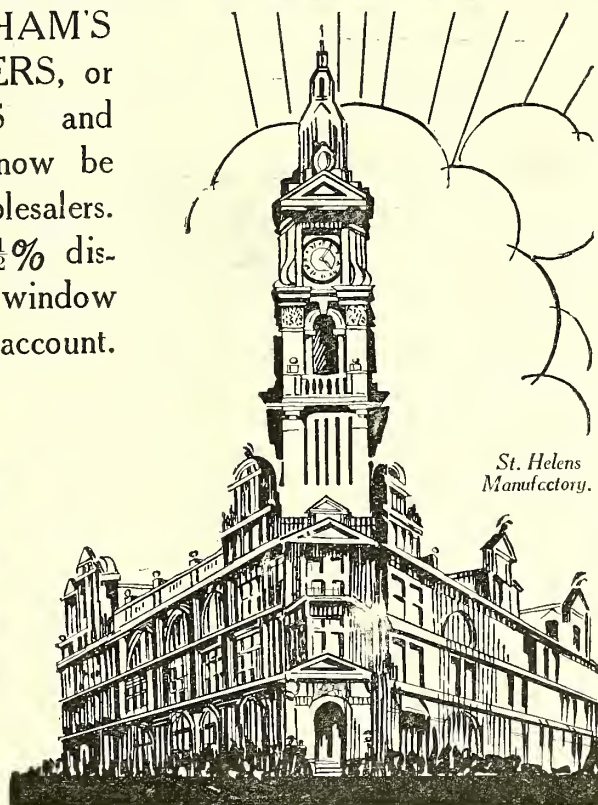
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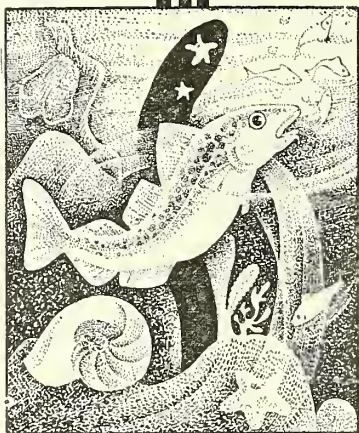
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ALL THE BUTTER AND
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CAN EAT AND
DRINK IN A DAY



See that this
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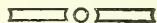
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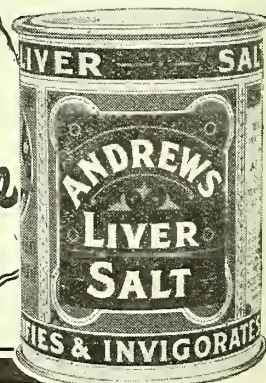
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Now is the time for concentrated 'ASPRO' display. Every chemist who consistently shows an 'ASPRO' window display from now on will reap a rich harvest in sales. It will connect up with the SPECIAL FEATURE SEASONAL ADVERTISING at present appearing in all the leading newspapers throughout Great Britain. The constant changes in weather conditions mean that 'ASPRO' is a necessity in all homes. This necessity becomes your gain. 'ASPRO' sales for the past month have again been a record. Let us suggest that YOU make 'ASPRO' sales from now on a record by featuring 'ASPRO' advertising matter and stickers in your window—it makes all the difference. Sometimes it means trebling your sales.

ADVERTISING MATTER ALWAYS AVAILABLE

We still have a supply of our summer window show, stickers, etc. We will gladly send you a supply on receipt of a postcard. We also have in course of preparation an entirely new window display for the coming autumn. By the way, do you know that YOU CAN OBTAIN 17 PER CENT. MORE PROFIT BY BUYING 'ASPRO' ON BONUS TERMS?

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

**Agents: GOLLIN & CO. PTY. LTD. ('Aspro' Dept.)
SLOUGH, BUCKS.**

Telephone: SLOUGH 608

Made by ASPRO LTD., SLOUGH, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.



**ORDER 'ASPRO' ON BONUS TERMS
FROM YOUR WHOLESALE TO - DAY**

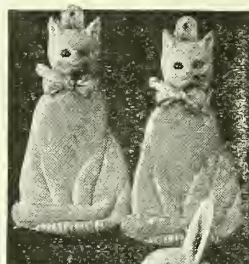
These unique lines mean — GREATER Hot Water Bottle Sales

This range of Animal Hot Water Bottles gives the retail trade the opportunity of selling Hot Water Bottles specially made for children. They are non-competitive with ordinary hot water bottles, as most families will buy the Animal Bottles in addition to their ordinary requirements. The bottles are made to the high standard of quality which characterises all Macinlop productions, packed in attractive boxes and can be sold with confidence. COLOURS. All bottles are supplied in blue, green, brown, or black and white marble, and can be covered in orange, red or blue velvet.

FIXED PRICES TO PUBLIC.

Uncovered.		Covered in coloured Velvet.
"TEDDY"	4/3	6/-
"KITTY"	4/3	6/-
"BUNNY"	4/6	6/3

MACINLOP ANIMAL HOT WATER BOTTLES



1. Kitty keeps kiddies cosy in cots.



2. Bunny brings bright-er bedtimes.



3. I am Teddy Bottle. Take me to bed and I will keep you warm.

MACINLOP LTD.,

Head Office: Cambridge Street, Manchester.

Branches at London, Glasgow, Liverpool, Leeds, Newcastle, Nottingham, Birmingham, Southampton, Cardiff, Dublin, Belfast, Cork.

C.F.H.702

"STERAID" Regd. Dressings

Patent No. in Great Britain 221761/1924 and patented in all the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only the amount required is withdrawn and cut off. The remainder is not exposed.

GAUZES.

	Minimum Public Prices Each	Minimum Trade Prices Per Doz.
6-yd. 3-yd. 1-yd.	6-yd. 3-yd. 1-yd.	6-yd. 3-yd. 1-yd.
Sal Alembroth	1/11 1/2 - 7/2	17/3 10/6 5/7 1/2
Sublimite		
Carbolic		
Boric		

	Minimum Public Prices Each	Minimum Trade Prices Per Doz.
6-yd. 3-yd. 1-yd.	6-yd. 3-yd. 1-yd.	6-yd. 3-yd. 1-yd.
Plain Absorbent	1/8 1/10 1/2 - 7/2	15/- 9/4 5/3
Double Cyanide	2/- 1/2 1/2 - 8/2	17/6 10/7 5/9
Iodoform 5% Picric	2/8 1/6 1/2 - 9/2	24/- 13/10 6/9

LINTS.

	PLAIN and BORIC.
	Min. Public Prices
	Min. Trade Prices
2 in. wide	1/1 each 9/6 doz.
4 "	1/7 1/2 " 14/7 "
6 "	2/2 " 19/8 "
Approx 6 yds. Plain & 4 yds. Boric	

ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT

Phone: Stockport 2794 and 4166.

London Office: SOUTHAMPTON ROW, W.C.1

Wires: "Undisputed, Stockport."

Surgical Rubber Goods

VENUS, OWL, GODIVA
& BALLOON BRANDS.

NOTICE.—Several instances of the sale of VENUS BRAND goods other than their make having been brought to the notice of Joseph Harris & Co., their Solicitors are instructed to take proceedings against anyone (Makers or Vendors) fraudulently using the name or design of VENUS or any imitation thereof in connection with Seamless Moulded Goods.

SEAMLESS MOULDED SURGICAL GOODS, PESSARIES, HOT WATER BOTTLES, URINALS FOR NIGHT OR DAY USE. Wholesale & Export only.

JOSEPH HARRIS & CO., Rubber Works, Broadheath, Altrincham.

A new product . . . to fulfil a long-felt want!

Ask any mother of a young baby her worst job, and she'll tell you it's cleaning soiled napkins—spending hours at the washtub, surrounded by unpleasant odours.

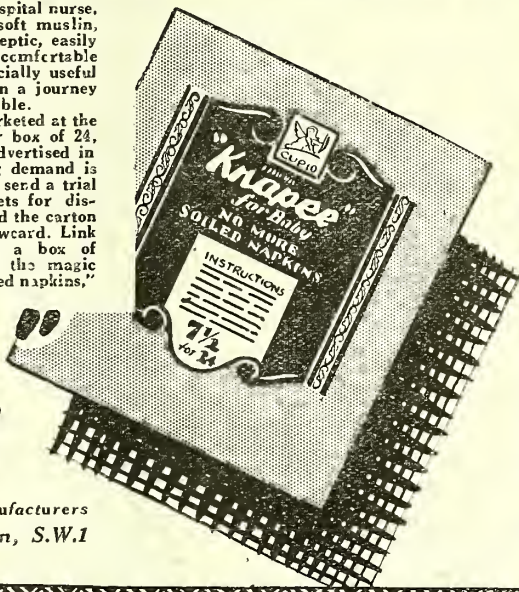
What a market, therefore, for a product that does away with that bugbear of what is otherwise nature's most wonderful achievement—motherhood. Well, here is such a product, ready for you to stock and sell.

The new little "Knappee" acts as a lining to the ordinary napkin, and after use is burnt, or otherwise easily destroyed, leaving the napkin clean and only needing a rinse through—a matter of moments.

Specially designed by a hospital nurse, the "Knappee" is of a soft muslin, chemically treated and aseptic, easily used and disposed of and comfortable for babies to wear. Especially useful in small houses or flats, on a journey it is practically indispensable.

The "Knappee" will be marketed at the moderate price of 7½d. per box of 24, and will be extensively advertised in the women's press. A big demand is inevitable, and you should send a trial order now. Retail leaflets for distribution are available, and the carton itself can be used as a showcard. Link up now! . . . To sell a box of "Knappees," just whisper the magic words . . . "No more soiled napkins."

The inter-
"Knappee"



Send your order to your usual wholesaler, or direct to the manufacturers
DEPERE CO., Whitehall House, Whitehall, London, S.W.1
Descriptive leaflet and trade terms on application.

WHEN ORDERING TRUSSES

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SPECIALISTS
IN THE UNITED KINGDOM

THE R. H. HEWARD COY.
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The
public is asking
for **ZEAL**
CLINICAL
THERMOMETERS

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CONSISTENTLY
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public knows.*

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75 & 77, St. John St., London, E.C.1.



Awarded Certificate by
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"Gladio"
Regd

MEDICATED
TOILET ROLL

Costs 4^d



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MADE

Sells 8^d

Sales
restricted
to Chemists

You are sure of
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Made of the finest
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Free delivery. Packed in cartons
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Each Roll 12 oz.

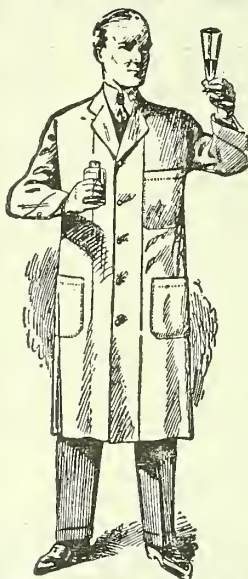
Sole Manufacturers:

J. RUTHERFORD & Co. L^d

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from the most reliable
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and thoroughly well
finished in every detail.

WHITE DRILL JACKETS
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WHITE DRILL COATS
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BLACK DRILL COATS 15/6
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STOCK SIZES: 34 to 44
chest. Special pockets and
little adjustments can be
made without extra charge.
POSTAGE on single coat 9d.,
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carriage paid.

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LARGE QUANTITIES

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THAT DO STICK!

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Reliance 1762.

STOCK "JAZZO" THE MAGIC DANCE FLOOR POLISH

SANITARY TOWELS

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by

The ORIGINAL and Most Popular

The "K." All wool in knitted cover,
very soft.

The "CELTEX." Made of Cellulose
for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS

STOCK



DISPLAY

NORVIC

BLUE CARTON Regd.

CRÊPE BANDAGES

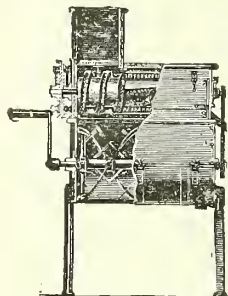
The ideal support for all sports . . . footballers, hikers, hockey-players and all outdoor enthusiasts need them. Invaluable for weak knees, sprains, weak ankles, varicose veins, and wherever flexibility and support are needed. Fully Guaranteed and of a special weave which ensures exceptional elasticity "NORVIC" Crêpe Bandages are well known and a small display brings handsome profits.

*Attractive showcards free on request
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Sole Manufacturers: Grout & Co., Ltd., 35 Wood St., London, E.C.2.

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	Cost	Sell
2"	12/-	1/6
2½"	15/3	1/11
3"	18/3	2/3
3½"	21/3	2/8
4"	24/-	3/-

perfect blending



Write us for list of
Ball Mills, Disintegrators,
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Gardner's "Rapid" Sifter and Mixer gives a perfect blend. The special Internal Agitator ensures accurate sifting and mixing of materials, irrespective of the diversity of their proportions; if necessary, 1/2 oz. can be perfectly blended with hundredweights.

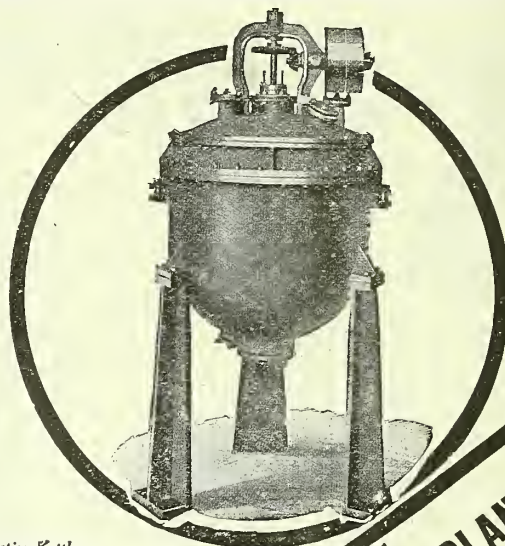
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'Grams: Gardner, Gloucester

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ENAMELLED CHEMICAL PLANT**
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Hawker's

PLAIN TINS

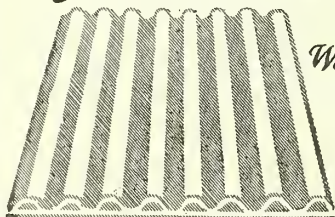
from 2 ozs. to 28 lbs.

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SOME-BODY
IN THIS TIN
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Corrugated Packing Materials Co., Ltd.



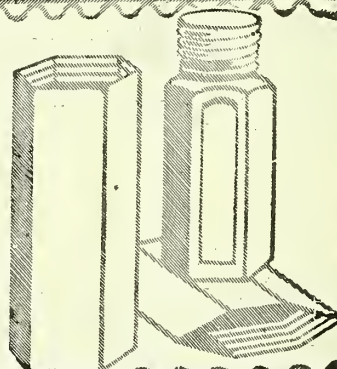
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The Latest Triumph in OINTMENT MILLS

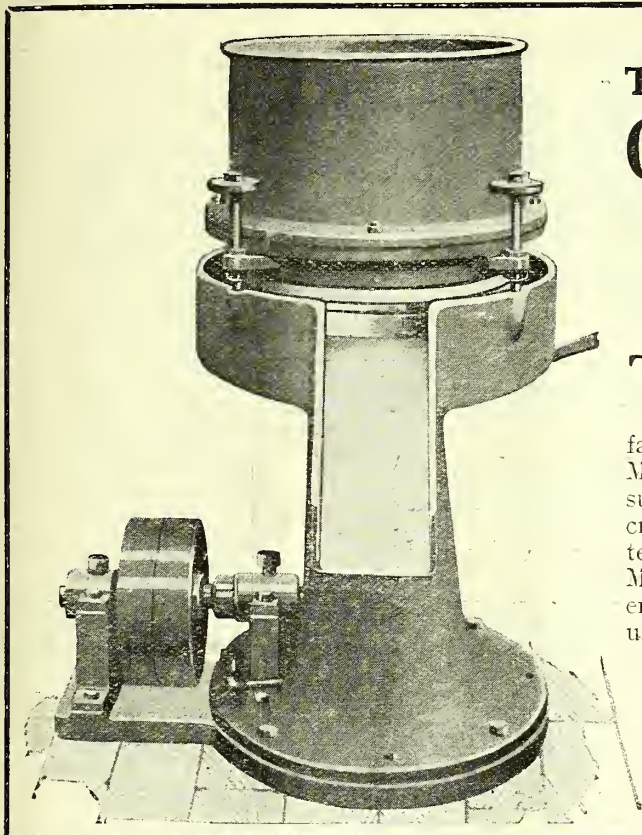
THIS ILLUSTRATION SHOWS THE NEW
SUPER SPEEDY MILL

THERE are now approximately 300 of S. W. WILKINSON'S original Speedy Mills in use by British and other Manufacturing Chemists. A number of the new Mills are now in use and are giving much success and pleasure to the users and much credit to the designer and maker. Splendid testimonials have been received. The new Mill is the result of nearly 20 years' experience with the original Mill and the various uses to which it has been applied.

S. W. WILKINSON & Co.

Chemical Engineers

Western Road - - LEICESTER



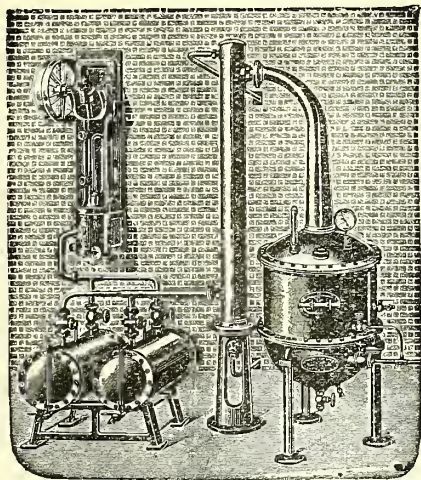
IF YOU WANT GOOD BOTTLES, LET ME QUOTE

I make bottles of every description for Drug Trade purposes—machine or hand-made. Clean, well-shaped, accurate bottles, made in a modern factory equipped with the latest machinery.
I INVITE YOUR ENQUIRIES.

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Evaporating Pans. Autoclaves and Digestors.

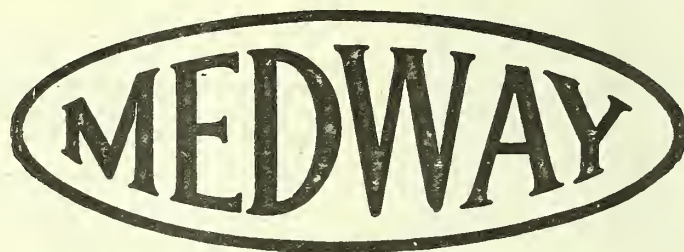
Special Apparatus and Plant for Manufacturing Chemists.

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EXPRESSED JUICES
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The Soap with
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CONTAINS ALL THE BEST QUALITIES OF THE BEST SOAPS
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Sell **H.B.T.** and enhance both your Trade Reputation and your Profits

H.B.T. Aseptic Toilet Soap 9d. ... 6/- doz.

" " 3 Tab. Boxes 2/3 ... 18/- "

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These Soaps may be ordered through
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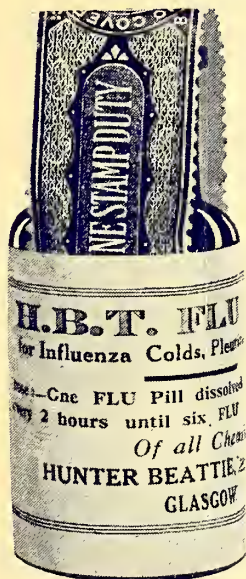
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Used for nearly 20 years without
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**DON'T DELAY.
GET YOUR STOCK
READY.**

2/6 Bottle 20/- doz.

Each Bottle contains
enough 'Flu Pills for
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THE BRITISH DRUG HOUSES

LIMITED

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Brand

DYSPEPSIA TABLETS

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The exhibition of the neat counter card shown in the illustration entitles the retailer to special "Display terms," particulars of which will be sent on request.



Issued in cartoned bottles of 40 tablets.

One dozen bottles are packed in an attractive display outer.

P.A.T.A. Prices

Retail 1/-

Wholesale 7/6 per doz.

The following tablets are packed in a similar manner :—

Formamints

Iodised Throat

Bismuthated Magnesia.

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THE CHEMIST AND DRUGGIST

SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

SEPTEMBER 12, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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ESTABLISHED 1846

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2.—**WEMBLEY**.—General Retail and Dispensing Business, with Kodak Agency; returns, present rate, average £30 weekly; scope for large increase in hands of younger man; double-fronted shop on main road; rent £135 per annum; sub-let £3 weekly; held on lease; stock worth £500; vendor will accept lump sum or valuation of stock and fixtures, plus an agreed sum for goodwill.

3.—**LONDON (N. Suburb)**.—General Retail Business, with N.H.I.; increasing turnover, present rate £20 weekly; net profit or past twelve months £350; double-fronted shop on main road; stock worth £300 and fixtures £150; rent £52 per annum inclusive; held on lease; terms, value of stock and fixtures, plus £50 for goodwill.

4.—**KENT (Suburban)**.—Cash Retail and Dispensing Business, with Kodak Agency; returns last year, under management of a lady, £1,375; scope for increase; net profit £398 10s.; single-fronted lock-up shop; stock and fixtures worth £450; rent £1 weekly; 19½ years' lease; price to be arranged.

5.—**CAMBERWELL**.—Middle-class Retail Business, with small N.H.I., Kodak Agency and good D. & P.; returns last year £1,545; net profit 28 per cent.; single-fronted shop; stock and fixtures worth £550; rent £60 per annum; sub-let 24s. weekly; price £875, lump sum or offer.

6.—**LONDON, S.E.**—General Retail Business, with N.H.I. Dispensing; returns average £25 weekly, with scope for increase; well-fitted pharmacy, in good main road position; ample living accommodation; rent £80; held on lease; sub-let £13; valuation of stock and fixtures would be accepted, not more than £500 in all.

7.—**EAST LONDON**.—General Retail Business, with Kodak Agency; old-established; returns between £75 and £80 weekly, plus N.H.I.; usual prices; double-fronted shop, well fitted; stock worth about £800; comfortable flat over; moderate rent; long lease; price £2,000, or offer.

8.—**EASTBOURNE**.—Good-class Retail and Dispensing Business; present turnover approaches £3,000 per annum, has been considerably more; comfortable flat over; property must also be purchased, but only small cash sum necessary; business and property can be secured for slightly over £2,000.

9.—**CHANNEL ISLANDS**.—Family Retail Business; very old-established; returns, present rate, £1,400 per annum, with net profit about 25 per cent.; double-fronted shop; stock and fixtures worth about £600; living accommodation; property may be purchased or lease would be granted at £80 per annum; price required for business £900; there is also a profitable side-line which can be taken over at a later date.

10.—**LINCS.**—General Retail and Dispensing Business, with Kodak Agency; established 100 years; returns about £2,600 per annum, with net profit about £600; stock and fixtures estimated to be worth between £1,100 and £1,200; large house; rent £150; long lease; price for quick sale £1,600; valuation terms entertained if desired.

11.—**MIDLANDS**.—Old-established Country Retail and Dispensing Business, with Kodak Agency; entirely unopposed; returns last year £2,356; double-fronted shop; living accommodation and garage; rent £57 per annum; held on lease, with option to purchase property; population 3,000; stock worth £750; price about £1,400, or valuation terms entertained.

12.—**DORSET**.—Cash Retail Business; returns £100 to £120 monthly, with scope for expansion; rent £72 per annum, inclusive; long lease; living accommodation available; price £650; sound reason for disposal.

13.—**LONDON, E.**—Cash Retail Business, with Kodak Agency; returns, under indifferent management, between £17 and £20 weekly; have been £30 weekly; scope under energetic management; rent, to include shop and living accommodation, £120 per annum; long lease; stock worth about £375; as low as £250 would be accepted to effect an immediate sale; must be sold.

14.—**HANTS.**—Cash Drug Store, with increasing turnover; present rate about £20 weekly at usual prices; single-fronted lock-up shop; rent £50 per annum, rising to £60; 14 years' lease; price £550; vendor would accept £400 down and the balance by instalments.

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(One minute from St. Pancras and King's Cross Stations.)

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2.—EAST COAST.—Light Retail with Kodak Agency; some Optics; returns approximately £1,200, with plenty of scope; attractive modern fitted pharmacy; stands well; low rent; long lease; price £800.

3.—SOMERSET (Death Vacancy).—High-class Business, unopposed; returns £1,570; net profit £482; convenient house, garden, etc.; stock and fixtures valued £700; price, with Freehold, £1,600.

4.—HANTS (Nr. Bournemouth).—Sound light Retail, in growing district; returns £1,357, steadily increasing; modern pharmacy and house; large garden; ill-health sole cause of selling; price £950, or valuation terms arranged.

5.—CHANNEL ISLANDS.—Light Family Retail; same hands 36 years; returns £1,264; net profit £331; stock and fixtures worth £600; price £900.

6.—BIRMINGHAM.—Sound Light Cash Retail in working-class district; returns nearly £1,300; net profit £349; rent covered by sub-let; corner shop in prominent position; owner leaving the trade; price £775, or £400 plus stock at valuation.

7.—ESSEX COAST.—Good middle-class Retail and Dispensing Business in growing district; main road position; present returns average £34 weekly; good living accommodation, garage, etc.; price for early sale £750.

8.—SURREY (Banks of Thames).—Light Cash Retail, Photo and N.H.I.; returns £1,250; plenty of scope; good house and shop; low rent; on lease; owner retiring; price £1,000.

9.—LONDON (Western Suburb).—Middle-class Cash Retail, in main road position; returns about £1,750; modern double-fronted shop, well fitted and stocked; price £1,200, or offer.

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We are prepared to undertake this work at special low rates and invite early applications; we are now booking dates for September onwards.

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'Phone: City 1261-2-3.

BUSINESSES FOR DISPOSAL.

1.—SURREY.—Chemist's business in residential district, held on lease 7, 14, 20 years, at £98 per annum. Established 4 years. Returns £26 per week. Price asked—Lease and Goodwill, £350. Fixtures and fittings £600. Stock approximately £400. Further particulars on application.

2.—LONDON, S.E.—Acid, Drug and Chemical Business for quick disposal. Premises held on weekly tenancy at 14s. per week, returns average £25 per week. Stock and fixtures estimated at £500. Offers invited.

Stocktaking Valuations: We undertake this work at special rates and invite early applications.

ERNEST J. GEORGE

TUDOR HOUSE, WALSALL.

CHEMISTS' VALUER AND
TRANSFER AGENT

Tel: Earnest, Walsall.

'Phone: Wal. 3774.

Quotations for Stocktaking or for Pricing Chemists' Own Stock Records Supplied on Application

(C1) CENTRAL MIDLANDS.—The opportunity may shortly arise whereby a high-class retail and dispensing business with a five-figure turnover may be available for disposal; pharmacists likely to be interested are invited to write in confidence for particulars to be forwarded when available; Bankers' references required.

(C2) £10,000 TURNOVER IN RETAIL PHARMACY.—Owing to contemplated retirement, an old-established city pharmacy with high-class connections and usual distinctive features is available for sale by private treaty; the premises occupy a commanding site in one of the leading business thoroughfares, and are held on lease at a rental commensurate with returns and position. The proposition offers unique opportunity for a "live" man or for a partnership; capital requirements will approximate £8,500, and pharmacists personally interested are invited to write in confidence for initial information; reference to Bankers should also be given. (Personally recommended.)

(C3) LANCASHIRE.—Wholesale Drug and Surgical Instrument business for sale, owing to death of principal; established over 100 years; full particulars to bona fide enquirers.

(C4) SOUTH DEVON.—Main road double-fronted pharmacy; present turnover, £1,225 increasing; for sale owing to death of proprietor; stock and fittings, £800; property can be purchased or rented at £160 per annum; good living accommodation with garden and space for garage; quick sale desired.

(C5) SOUTH WALES.—Good retail and dispensing business prominently situated in small market town midway between Cardiff and Swansea; returns record steady increase for last three years; turnover for 1930-31 exceeded £1,800; net profits, £400; genuine reasons for disposing; purchase price approximately £1,250.

(C6) LONDON, S.W.—Old-established high-class retail and dispensing business centrally situated in wealthy district; present returns approximately £7,500 per annum; net profits, £600; good living accommodation. (Visited and recommended.)

(C7) HEREFORDSHIRE.—Old-established family and dispensing business; average turnover approximately £3,200 per annum; rent, £100 on lease; situated in busy thoroughfare and within easy reach of growing residential district. (Visited, verified and recommended.)

(C8) SUFFOLK (POPULAR SEASIDE RESORT).—Two businesses, pharmaceutical and high-class confectionery respectively, available for disposal on account of contemplated retirement; modern dwelling house with garden and private entrance; extensive scope for increase, particularly as regards the chemists' business; average total returns for past three years approximately £2,300 per annum; reasonable purchase price; exceptional opportunity in cases where facilities exist for running both concerns jointly.

(C9) LONDON, N.W.—Old-established retail and dispensing business situated in growing residential area; net profits exceed £350 per annum, with good prospects of early increase; low overhead charges; purchase price approximately £700. (Visited, verified and recommended, particularly to beginners.)

(C10) BIRMINGHAM.—Established retail and dispensing business (all cash trade) with good photographic connection; average returns approximately £1,300 per annum; net profits exceed £350; good N.H.I.; very low rental; living accommodation available; at present sub-let for more than rent of entire premises; this is an exceptional opportunity for a "live" man, as the owner must sell quickly on account of family circumstances, and for a quick sale the business may be acquired at a particularly low figure; every investigation invited. (Visited, verified and recommended.)

(C11) NORTH MIDLANDS.—Unopposed retail and dispensing business in small country town; turnover approximately £45 weekly; good living accommodation; average net profits for past three years exceed £450 per annum; rent, £57 on lease. (Visited, verified and recommended.)

(C12) YORKSHIRE (WEST RIDING).—Established pharmacy, neglected, but possessing undoubted scope, available for disposal at valuation of stock and fixtures only; the property may be acquired at a low figure, or a lease might be arranged at an agreed rental; present takings approximately £25 weekly, but these figures could be increased considerably in a short time under personal proprietorship or adequate management; special circumstances necessitate a quick sale; the business, however, is a sound one and constitutes an exceptionally good investment, as the possibilities are well apparent. (Investigated and recommended.)

(C13) CHESHIRE.—Drug Store situated in small market town; present returns under lady management, approximately £15 weekly; good living accommodation; no near opposition; could be increased considerably under qualified proprietorship.

(C14) LEICESTERSHIRE.—Pharmacy recently converted from Drug Store, showing steady development; main road situation; entirely unopposed; low purchase price. (Visited and recommended.)

(C15) KENT COAST.—Drug Store under lady proprietorship; present returns approximately £750 per annum; main road situation; modern house; 3,000 houses in near vicinity; no opposition; excellent opportunity for a live man, qualified or unqualified.

(C16) LONDON, EAST.—Good family business doing £3,100 to £40 weekly; N.H.I. dispensing; Kodak agency; living accommodation (self-contained); stock and fixtures estimated at £750; further particulars on application.

S. F. CLARK, F.N.A.A.

CHEMISTS' VALUER AND TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey.

VALUATIONS for sale, purchase, probate and Income Tax purposes, personally conducted in any part of the British Isles.
ACCOUNTS audited. BALANCE SHEETS certified.
BUSINESSES (all districts) available. £300 to £4,000.
Enquiries invited.

'Phone: Richmond 2210

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CHEMISTS' VALUER AND TRANSFER AGENT,
135 Queen Street, Newton Heath, MANCHESTER
I Specialise in Valuations, Stocktaking and Business Transfers.

'Expert Service, Quick Results.' (Tel.: Failsworth 1913.)

BUSINESSES FOR DISPOSAL.

POURNEMOUTH.—Nice Retail and Dispensing in first-class condition, with excellent opportunity for development; present takings about £21 per week; good profits; lease; only ended 18 months ago; illness of family cause of sale; accept £50 for quick sale. Apply 26/4, Office of this Paper.

POURNEMOUTH DISTRICT.—Retail Business, with good Prescribing connection and Photographic trade; returns for last financial year exceeded £1,850; net profits £450; good lease attached; moderate purchase price; premises situated in growing residential district. 191/775, Office of this Paper.

POUNCESTER (near).—Colliery district; neglected; rental £48 per year; lease if desired; living accommodation; undoubted opportunity for capable man; available for disposal at valuation of £200 only. 20/32, Office of this Paper.

POUNCESTER (London Suburb).—General Retail and Dispensing Business, with Kodak Agency; average turnover £658 10s. (accountant's figures) under management; splendid opportunity for personal management; double-fronted, electric light, nicely fitted and stocked and store room; main road; net £2 per week inclusive; house attached sub-let £1 per week; lease 16 years to run; £500. 28/32, Office of this Paper.

LIVERPOOL.—Mr. Harold Lomax, M.P.S., is desirous of taking things easier, has decided to dispose of the two following Businesses:—

£500.—The Grove Pharmacy, 29 High Street, near Picton Dock (Wavertree), near garden suburb and new properties; turnover £1,250; rent free (house, part discharging rent); good-class Retail, N.H.I. and Seamen's National Institute Dispensing; good profits; Rexall and Kodak Agencies; electrically lighted; good mahogany fixtures; personal weighing machine and National Cash Register; accountant's figures available; 14 years' lease.

£850.—The Tarleton Pharmacy, 17 Tarleton Street (off Church Street), City. City Business; hours 9 to 7 p.m.; close on days and all Bank Holidays; Saturday closing 1 p.m. optional; ornately fitted pharmacy, well stocked; suit elderly pharmacist desirous of easy hours or go-ahead young pharmacist used to a city business; 15 years' lease; turnover £1,500; good prices obtained; situated centre of city; close to Bon Marche, Maison Lyons, Woolworth's Building and shopping thoroughfares; formerly run under style of Bond & Moffatt late Johnson's Whitechapel; Kodak and Rexall Agencies; National Cash Register; only requires to be seen. All inquiries to be addressed to Harold Lomax, M.P.S., 43 Edge Lane, Liverpool, when all questions will be answered and "certified" accounts produced.

LONDON, E.—Profitable Drug Store and Herbal Business; net £7 per week net profit under management; essentially Prescribing; rent £45; rates £21; sub-let £39; 11 years' unexpired lease; proper accounts kept; good reason for disposal; all at £400, or near offer. "R.", 309 London Road, Croydon.

LONDON (S.E. suburb).—Old-established Cash and N.H.I. Business for disposal; main road; long lease; house sub-let; good saleable stock; fine opportunity for young, qualified man; accept valuation terms (about £400). 25/31, Office of this Paper.

MANCHESTER.—Chemist's Business with Property for Sale; main road; takings £24 to £30 per week, not including N.H.I., which average 520 per month; Kodak Agency; opening or Optics; genuine proposition and good opportunity to secure sound business; good reasons for disposal. Write 25/32, Office of this Paper.

MANCHESTER (Suburb).—Genuine and sound offer; middle-class Chemists, well fitted and stocked; splendid position, developing district; returns last year £1,900, excluding good N.H.I. and both increasing this year; price £1,500; property (vendor's own) can be purchased, or will lease at reasonable rental; no triffers entertained; references required. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester.

MANCHESTER.—Drug Store, in congested working-class district, with good house attached; returns rather low at present owing to being somewhat neglected; would suit recently qualified admirably; low rent; safe tenancy; vendor has done well here and now retiring; accept £150 for quick sale. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

NEAR LIVERPOOL.—Easily-worked General Retail Business in main road position for Sale on valuation terms; approximately £800 required; house attached; vendor, having interest in larger business, desires to concentrate on same. 25/16, Office of this Paper.

NORTH WALES.—Sound old-established Chemist's Business; returns average £1,500 yearly, and capable of great expansion; splendid position; nicely-fitted and well-stocked shop, with good commodious house attached; low rent; lease; price £1,000 (property can be purchased if desired). Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

PLYMOUTH.—Good-class Retail Business, doing approximately £36 weekly under management; established local connection in special Proprietaries; good living accommodation; the business and property may be acquired at a reasonable figure; owner disposing on account of family circumstances. 191/775, Office of this Paper.

SOUTH COAST (Seaside Residential District).—Retail and Dispensing Business for immediate sale; £25 weekly; no opposition; Kodak Agency; fully stocked; lease granted; or freehold house may be purchased; price all in £700, or £1,600 freehold. Full particulars on application to BM/CPCP, London, W.C.1.

SOUTH COAST.—Good-class Pharmacy with Optical connection; splendidly situated in main thoroughfare; present returns approximately £40 weekly and increasing; good living accommodation; modernised premises; long lease; full particulars to bona-fide applicants. 191/774, Office of this Paper.

THANET RESORT.—Excellent opportunity for Chemist; Photography and Optics; premises almost adjoining sea front; conveniently fitted large double-fronted shop, with rooms adjoining for Dispensary and Optics, also six-roomed house over business; a surgery opposite; at present General business with Patents, etc.; splendid living for adaptable person; low incoming and rent; 20 years' lease. Details, 26/13, Office of this Paper.

W.1.—OLD-ESTABLISHED Pharmacy; takings £30; lease 14 years; £250 annum; goodwill £200; stock and fixtures at valuation for quick sale. 28/27, Office of this Paper.

WALLASEY (Cheshire).—Nice compact modern Chemist's Business; easy rent; lease; excellent living accommodation, with every convenience, in residential district (house can be sub-let at 25s. weekly if not required); returns approximately £850 per annum and capable of considerable increase; price £500, quickly; no triffers entertained. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

WEST RIDING.—Genuine up-to-date Business; returns £1,500; chartered accountant's audit; good profits; light trade; handsomely fitted; good up-to-date stock; Post Office income £157 per annum; excellent house; rent £78; lease with purchase option; to a quick buyer value of stock and fittings only £750; nothing less; no triffers; good opening for registered man. W. Huntrods, Transfer Agent, 583 Meanwood Road, Leeds.

A VERY old-established Retail and Dispensing Business, with a Wine Licence and good N.H.I. connection (1,000 per month) and important Speciality; situate in busy West Riding town; returns last 3 years average over £5,000 per annum (under management); only genuine inquiries from responsible persons with capital to take over such a business will be considered; lease on premises; no agents. 26/14, Office of this Paper.

NEGLECTED Business, main road, London, N.; takings just below £20 at present; flat above shop could be sub-let 30/35 shillings weekly; rent £120 year; owner would accept £150 down for lease, goodwill, fittings and part stock; balance of stock £150/£200 could be paid by instalments or 10 per cent. reduction for cash. Write for address and appointment. Don't waste time writing for "further particulars," but come and see it; no reasonable offer refused. 27/30, Office of this Paper.

OLD-ESTABLISHED Chemist Business for Sale; prominent corner position in thickly populated district and busy shopping centre, Thornton Heath; large double-fronted shop with 30 ft. frontage; splendid upper part; net trade for last year £454; price £4,750, including Freehold of Premises, goodwill, fixtures, fittings and stock; sound reasons for selling. Apply, Henry H. Hose, opposite Thornton Heath Pond. 'Phone: 1269-70.

£250.—MAIN road Business; net profit £500, approximate, C.A. figures; Stratford; rent 30s.; stock valuation; 14 years' lease; for quick sale; greatest bargain ever; must sell; genuine. 27/3, Office of this Paper.

£325.—S.E. COAST. Splendid chance for qualified man; good reasons for disposal; moderate rent. Particulars on application. "Pulv," 28/4, Office of this Paper.

£400 FOR goodwill and fixtures, smart Suburban Pharmacy, with excellent modern house, important town in South Yorks; average returns £35 weekly, including small N.H.I.; good Photographic connection; pleasant middle-class suburb; corner shop on main road; stock at valuation or £850 all at lease. Personally recommended. Marsden, Valuer, 29 Oakwell Crescent, Leeds. Phone: Roundhay 62890.

BUSINESSES WANTED.

A PHARMACIST who is a genuine buyer, not a trifier, requires a sound business in the West Riding of Yorkshire; ready cash available; good price paid for the right concern; would consider management with view to succession or partnership; bankers' and solicitors' references given; all replies treated in strictest confidence. 27/17, Office of this Paper.

BERDOE & FISH are in urgent need of sound Businesses in all parts; cash buyers with capital up to £3,000 waiting to take immediate possession; correspondence from intending vendors cordially invited; quick sales negotiated privately. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1. Phone: Terminus 3574.

BUSINESS with living accommodation wanted urgently in middle- or nice working-class district, preferably in Northern or Midland county; profit of £550 upwards. Please give full particulars of rent, rates, lease, cash returns, N.H.I. and profit, in strictest confidence, or Manager with view to succession; excellent references. 28/53, Office of this Paper.

BUSINESS wanted in good-class London suburb; turnover not less than £60 per week; moderate rent and rates; terms valuation, plus agreed figure for goodwill; will pay £1,000 down, rest left at 5 per cent.; minimum of 10 per cent. to be paid off capital each year. Full particulars (in confidence) to 26/24, Office of this Paper.

LONDON OR HOME COUNTIES.—Sound Retail Business required; preferably Cash trade; annual returns £2,000/£5,000, but smaller turnover considered where scope for increase exists; capital available for suitable concern; all particulars treated in strict confidence. 191/772, Office of this Paper.

WANTED to purchase Light Retail Business in pleasant country or seaside district. State full particulars and price (in confidence). Or would entertain active Partnership; capital about £600. 27/16, Office of this Paper.

WANTED, Businesses in London and Southern Counties returning upwards of £40 weekly; cash buyers waiting; strictest confidence observed. Apply, Orridge & Co., 56 Ludgate Hill, E.C.4. Telephone: City 2283.

WEST RIDING OF YORKSHIRE.—Pharmacist, with capital up to £5,000, requires sound Retail Business; any likely proposition considered, but must be capable of investigation; all replies treated in strict confidence; would be prepared to consider a partnership with a view to succession later. 191/772A, Office of this Paper.

SOUND Businesses required, all areas, particularly those with turnovers upwards of £2,000 per annum; all likely propositions receive prompt and careful attention; prospective purchasers introduced privately, and without delay. Write in confidence to Ernest J. George, Tudor House, Walsall. Telephone: 5774.

TENDERS INVITED.

ADMINISTRATIVE COUNTY OF LONDON.

THE London County Council invites applications for a whole-time position of Assistant in the Supplies Department. Applicants must have had a good education and be not less than 28 nor more than 35 years of age on the last day for receiving applications. The person appointed will be attached to the Medical Supplies Branch of the Supplies Department, and must have had practical experience in the Manufacture and Repair of Surgical Instruments and Operating Theatre Equipment. Wages 95s. a week, rising by annual increments of 5s. a week to 120s. a week, or 80s. a week, rising by annual increments of 4s. a week to 100s. a week if a woman is appointed.

Applications must be made on the official form, copies of which (with full particulars) may be obtained by sending a stamped, addressed foolscap envelope (marked "Supplies Department Assistant"), to the Clerk of the Council, the County Hall, Westminster Bridge, S.E.1.

Forms must be returned by 30th September, 1931.

Canvassing disqualifies.

MONTAGU H. COX,
Clerk of the London County Council.

PREMISES FOR SALE.

DDOUBLE-FRONTED Shops, 292-294, Manchester Street, Werneth, Oldham, known as Werneth Bazaar; good living accommodation; room for garage. Apply, Taylor, 232 Frederick Street, Oldham.

SHOPS, with excellent living accommodation over; excellent position; all trades; secure at once; price £1,250, freehold; £150 or more down, balance as rent; shop fronts fitted. Apply P. Chase Gardener & Co., 269 High Street, Hounslow.

Kenya, Uganda & Tanganyika

HOWSE & McGEORGE LTD., Chemists, have been established in EAST AFRICA for the past twenty years. With their Head Office at Nairobi, Kenya, and Branches covering 750,000 square miles of Eastern and Central Africa, they are in a unique position to act as **DISTRIBUTING AGENTS** for **DRUGS, PHARMACEUTICAL PREPARATIONS, TOILET ARTICLES, and SUNDRIES** of all descriptions.

This firm has been under the continuous management of Mr. HOWSE and Mr. McGEORGE since its inception, and probably no organisation has acquired a sounder knowledge of the requirements and potentialities of the three Territories.

Mr. HOWSE will be in LONDON during SEPTEMBER and will welcome enquiries from interested MANUFACTURERS.

Address:

c/o Messrs. Tozer, Kemsley & Millbourn, Ltd.,
84 Fenchurch St. - - - London, E.C.3

OPPORTUNITY

to **ACQUIRE** an **INTEREST** in an established and profitable **Manufacturers' Agency** business in London. Preference given to traveller with connection. Capital about £250 required. Good lines, nice offices, and every chance to develop and increase. Write

Box 191/769 Office of this Paper

AGENCIES.

AUSTRIA.—Manufacturing Chemist's Agent, having a good connection among Wholesale Chemists, Hospitals and Drug Stores, desires Sole Agency for first-class Pharmaceutical and Cosmetic Preparations. Erith David, Doctor of Chemistry, Vienna IV, Prinz Eugenstr. 68.

COMPETITIVE Central European old-established Pharmaceutical Factory wants London Agent well introduced to Hospitals and visiting Doctors. P.C.B. 3/31, Office of this Paper.

WELL-KNOWN Paris Beauty Product Manufacturers are open to appoint Agents in London, Manchester or Liverpool. Give full particulars and if stocks can be carried. 191/770, Office of this Paper.

PREMISES TO LET.

SHOPS to Let in main Ilford Lane, forming new shopping centre, with excellent living accommodation; splendid opening for Chemist Business; rent commencing at £80 per annum, exclusive on lease. Apply, Thomas Anders, Beehive Estate Offices, Beehive Lane, Eastern Avenue, Ilford. Telephone: Valentine 3542.

SHOP to Let, Ashford, Middlesex; suit Chemist, Butcher, Confectioner and Tobacconist, Greengrocer, Grocer, etc.; modern building in excellent position; shop parlour, kitchen, four large rooms and bathroom over; room garage; large garden in rear; rent £120 per annum on lease. Apply P. Chase Gardener & Co., 269 High Street, Hounslow.

APPRENTICES.

APPRENTICESHIP required in Leeds district; age 16; passed Matriculation; not afraid of work. "Antifebrin," 7 Studley Terrace, Leeds.

PATENTS.

IMPROVEMENTS in Apparatus for the Production of "Synthetic Ammonia." The owners of British Patent No. 240,436 are willing to enter into working arrangements for exploitation of the same in Great Britain. Particulars obtainable from Technical Records, Ltd., 59-60 Lincoln's Inn Fields, London, W.C.2.

SITUATIONS OPEN.

RETAIL (HOME).

BRIGHTON.—Small limited company requires qualified Manager; smart, energetic, and obliging; small turnover at present; lock-up shop; residential district. Manager will be required to join the board and take up director's qualification, ten 21 shares. Write full particulars, age, salary required, copies of reference. To start September 27. 28/22, Office of this Paper.

BIRMINGHAM (near).—Junior Assistant (male), just finished apprenticeship, for Light Retail and Dispensing business. Please state full particulars and salary required (outdoors) to Rex Allen, Chemist, West Bromwich.

CHESHIRE.—Assistant required (male), age 22-24, preferably qualified; good Dispenser. Apply, stating full particulars and salary required, 28/11, Office of this Paper.

FULHAM.—Lady Assistant (unqualified) required immediately; must have pleasant personality and be used to N.H.I. Dispensing, Counter, etc. Phone: Fulham 7355.

IPSWICH.—Qualified Dispenser, male or female, wanted at the Ipswich Heathfields Municipal Hospital, for two to three hours daily. Apply, stating age, experience, and salary required, to Chief Officer, Public Assistance Department, 19 Tower Street, Ipswich.

LANCASHIRE.—Assistant, unqualified, for business in colliery town; must be keen Counterman and accuracy in Dispensing essential. Give full details of age, previous experience, salary required, and when free to 191/767, Office of this Paper.

LIVERPOOL.—Qualified, practical experience in Optics necessary, and qualification for N.H.I. Optical work. State age, experience, and salary required, enclosing photograph, to "112," Ayrton, Saunders & Co., Ltd., Hanover Street, Liverpool.

LONDON, N.W.—Assistant (gentleman) wanted, to commence September 28; alternate Sunday duty (morning and evening); must be experienced, capable, and of good address; age about 30. Applicants not answered four days respectfully declined. State full particulars, references, age, wages to 25/10, Office of this Paper.

LONDON, S.E.—Unqualified Assistant wanted for working-class district; Window-dressing, Counter, Panel. Particulars to 26/31, Office of this Paper.

LONDON.—Wanted, Unqualified Assistant, 25, quick and accurate Dispenser, accustomed to N.H.I. Dispensing, good Counterman, Photography; six years' recent references. Please state salary required. Applications not answered in four days respectfully declined. 27/7, Office of this Paper.

LONDON, S.E.1.—Assistant for working-class business and N.H.I.; age not over 30. Send full particulars and when at liberty to 27/8, Office of this Paper.

MIDDLESEX.—Young, unqualified Assistant required for September 28; must have had a good general experience in all branches. Apply, stating full particulars as to age, height, experience, and salary required, to 27/18, Office of this Paper.

MIDLANDS.—Assistant (unqualified) for industrial business in colliery area; accurate Dispenser and good Salesman essential. State age, experience, salary required, and when free to 190/758, Office of this Paper.

S.W.—QUALIFIED Manager; good appearance; state salary, etc.; permanency. Apply 191/777, Office of this Paper.

ASSISTANT; qualified; married; age 25 to 30; quick and accurate Dispenser; good Salesman; live on premises; must be reliable. State experience, salary required first letter. 23/21, Office of this Paper.

CORFE & SON, LTD., require, about September 28, an Unqualified Assistant for a good-class Family and Dispensing Business; experienced Dispenser and active for front counter work. Apply, with every particular and references, to F. Corfe, Corfe & Son, Ltd., Chemists, Maidstone.

GREGORY & WRENN, LTD., require a competent Junior Assistant, unqualified, for their branch at Wellington, Somerset. Apply, giving full particulars, to 15 East Street, Taunton.

JUNIOR Assistant required; must have had good Dispensing and Counter experience, also knowledge of Photography. Full particulars and photograph to A. Procter & Son, Ltd., Station Parade, Eastbourne, Sussex.

LADY Assistant required for Dispensing and general Counter work; must be capable and accustomed to brisk business. Edmunds, 33 High Street, Kingsland, E.8. Phone: Clissold 0732.

LADY wanted for West London suburban pharmacy. State full particulars, experience, when free, salary required, etc., and enclose copy of references. 29/9, Office of this Paper.

LADY Assistant (at once), qualified (for Branch); N.H.I. Dispensing and Counter, for one month, with view to permanency. Apply, with full particulars, etc., and salary required, to Bewells, Ltd., 19-21 Pitfield Street, N.1.

LEWIS & BURROWS have a vacancy for an experienced lady Assistant for the West End. Apply, giving full particulars of previous experience, to 146 Holborn Bars, E.C.

LOCUM wanted for one day, Monday, September 21, and a one hour Sunday evening duty (September 20), to take charge of business; easy distance from London. Apply, with usual particulars, to P. E. Leapman, Chemist, Farnham, Surrey.

MANAGER (qualified) required for heavy N.H.I. business in industrial area; must be good Window-dresser and keen Salesman with previous experience of family type of business; house attached. State age, experience, salary, and when at liberty to 191/768, Office of this Paper.

PART-TIME.—London, S.E.; evenings 6 till 8, Saturdays 9; N.H.I. and Counter. Age, wages expected, etc. 26/39, Office of this Paper.

QUALIFIED Manager for Family business in industrial town; keen Salesman, smart Window-dresser, with previous experience of heavy N.H.I. essential; house attached. Details of age, experience, salary, and when at liberty to 190/759, Office of this Paper.

QUALIFIED Assistant wanted; must be a good Salesman, Window-dresser and Dispenser; age not under 30; salary £4 weekly; supply two references (copies); London Branch, William Challice, Ltd., 9 St. Leonards Avenue, Hayling Island, Hants.

QUALIFIED gentlemanly Assistant required for West End business; one with energy and imagination. Full particulars of experience and salary required to 28/23, Office of this Paper.

QUALIFIED, lady or gentleman, wanted as Locum for ten days, September 29-October 8; light duties; slack season; N.E. Scotland. Terms and particulars to 29/19, Office of this Paper.

REQUIRED, energetic, qualified Manager; must be capable business builder; take charge of first of chain of Retail Branches, London; salary, bonus and dividends; supervisory position later; qualification £500 shares. P.C.B. 4/19, Office of this Paper.

WANTED, Junior lady Dispenser (two kept), age not over 28, thoroughly used to quick N.H.I. Dispensing in busy pharmacy; good Counter experience essential. Write, giving usual particulars, to Cooper & Co., 206 High Street, Sutton, Surrey.

WANTED, Qualified Experienced Assistant; good Window-dresser and Counter-hand; used to N.H.I.; references essential; permanency for right man. Apply 29/3, Office of this Paper.

WANTED, two qualified Managers, Southend, Essex; age 30-40; commence duties September 26; splendid opportunity for real live men to make money; must be good Window-dressers and have personality; salary £3 and commission. Apply 28/31, Office of this Paper.

WHOLESALE.

A VACANCY occurs in the Sales Department of a London Wholesale Druggist's. Applicant must have a good knowledge of the trade. Write, giving full particulars of experience, age, etc., "R.", 191/779, Office of this Paper.

EXPERIENCED Pill Maker and Coater required by a leading London firm of Wholesale Druggists. Apply to "Aqua," c/o Streets, Ltd., 8 Serle Street, W.C.2.

LABORATORY hand, accustomed to the manufacture of Creams, Perfumes, etc.; Retail experience an advantage. Apply 191/781, Office of this Paper.

LONDON Wholesale Druggists require a Works Chemist used to testing Chemicals and Drugs and doing Alkaloidal Assays and Spirit Strengths. Apply, stating remuneration required, to 191/771, Office of this Paper.

MANUFACTURING firm requires experienced Representatives, on commission, calling on Hairdressers, Chemists, Stores, and Wholesalers, for Toilet and Perfumery, in packed lines and bulk; modern attractive packs; competitive prices. Districts open: Yorkshire and North of England; Birmingham and district; Bristol, the West of England, and South Wales. Liberal commission; no objection to other lines (non-competitive) being carried. Full particulars and past experience. 191/780, Office of this Paper.

PATHOLOGICAL LABORATORY.—An outstanding firm of provincial Pharmacists require the services of a Senior Pathologist (non-medical), preferably with Pharmaceutical qualification, thoroughly capable of making Autogenous Vaccines, Urine, Sputa, Faeces and Blood Examinations. The position is both important and permanent, commanding a good salary, and a first-class man is required. Applications treated confidentially. Apply 191/776, Office of this Paper.

QUALIFIED Chemist required in London Pharmaceutical Factory; easy post for elderly man; half-time would do. State age, salary required, etc. "R. J.", 26/16, Office of this Paper.

REPRESENTATIVES, calling on Chemists, required for sale of advertised Proprietary lines; liberal commission basis. Application will only be considered from salesmen already representing an established house. Write territory covered; references (in confidence), The Phil-Sano Co., Ltd., 121 Kingsway, W.C.2.

REPRESENTATIVES, two for London district (North and South); salary and commission; also men for Scotland, Midlands and South Coast, carrying non-competing goods, on commission basis; young men with connection and good selling records. Send full particulars. Manager, Royal Court Manufacturing Co., 4 Chapel Court, London, S.E.1.

REPRESENTATIVES wanted in England and North Wales by firm established over 40 years, to offer finest quality Medicated Lozenges, Pastilles, Tablets, Wafers, Pellets, Cachous, etc., amongst Chemists and Druggists; very profitable commission basis. State full particulars and ground covered; only men with good connections need apply. 29/10, Office of this Paper.

REPRESENTATIVES calling on Chemists wanted to offer small, attractive line on commission; all districts. 191/778, Office of this Paper.

SHORTHAND-TYPIST and Book-keeper required by a firm of Manufacturing Chemists and Export Merchants; neat writer essential. P.C.B. 5/3, Office of this Paper.

TO gentlemen having sound connection with Wholesale and Retail Chemists. The M.M.T.P. Co. are widening the scope of their activities (for their popular pack in carton) and offer a profitable proposition to commission Salesmen in centres where not already represented. Write for terms of this daily commodity, with unlimited prospects; give particulars, ground covered, lines carried. The Miss Muffet Toilet Paper Co., 1 Julian Road, West Bridgford, Nottingham.

TRAVELLER-CANVASSERS, London and Suburbs; choose own locality; Retail experience essential; generous commission; splendid opportunity for unqualified men. Apply "Everyday Household Remedies," 301 Wandsworth Bridge Road, Fulham, S.W.6.

COLONIAL, INDIAN AND FOREIGN.

LEADING firm of Manufacturing Chemists in Germany have vacancy in their Literary and Advertising Department for young educated Englishman; must know sufficient German to be able to translate scientific matter into fluent English; pharmacist with literary and advertising experience in pharmaceutical products preferred. Applications, with full particulars and salary expected, 190/750 Office of this Paper.

RIVIERA.—Qualified Man as Junior, principally for Dispensing, for January, February and March, 1932; second-class passage paid out and home. Apply in first instance, with usual particulars, to J. W. Bodger & Co., Chemists, Snettisham, Norfolk.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.A.—STUDENT desires part-time engagement during attendance at College, from October; S.W. London preferred, not essential; high-class experience; excellent references. Fullest particulars of "Schneider," "Ningwood," Palmerston Road, Shanklin, I.W.

A.A.A.—LADY; qualified; 24; Dispensing, Windows, Photography, Counter; free end of September; London or district. 25/9, Office of this Paper.

A.A.A.—ASSISTANT, Scot, unqualified, 28, desires Locum or permanent berth; London or near; 11 years' experience; recommended by R.P.U.; free September 12. Urquhart, 76 Hillfield Road, N.W.6.

A.A.A.—ASSISTANT; 32; first-class Salesman-Dispenser; 17 years' good all-round experience; last 10 West End; trustworthy; reliable; excellent references; any interview London. 23/28, Office of this Paper.

A.A.—QUALIFIED; 25; London and provincial experience; excellent references; Manager or Assistant. Gordon, 103 Listeria Park, N.16.

A.A.—EXPERIENCED Assistant or Locum; moderate salary; Dispensing, Counter, Windows; unregistered. Harries, 4 St. Agnes Place, S.E.11.

A.A.—QUALIFIED Manager, 36, Scot, proved capable business builder, modern ideas, seeks responsible engagement; Middlesex, London suburbs; thoroughly experienced all branches; keen, ambitious worker; sole charge. 29/5, Office of this Paper.

A CHEMIST, qualified, 25, requires situation; any district of London (except East End) or Southern Counties; permanency; interview; disengaged now. "Chemist," 53 Queen's Road, Wimbledon, S.W.19.

A JUNIOR Assistant, Dispensing, Counter, Photographics, seeks permanency in large town; free end of September. 23/39, Office of this Paper.

A QUALIFIED Assistant, age 24, requires permanency; used to high-class Dispensing and Counter; excellent references; moderate salary. "T. G.," 22 Effingham Road, St. Andrews Park, Bristol.

A YOUNG, qualified Chemist desires post; smart; good appearance; 4 years' high-class London experience; go anywhere. F. R. Finch, 44 Tyrwhitt Road, Brockley, London, S.E.4.

A CTIVE; unqualified; middle-aged; experienced; take any position; successful Manager; Locum, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

A DVERTISER, 40, unqualified, experienced, 5 ft. 9 in.; abstainer; Locum; permanency preferred; disengaged after 19th. Alexander, 189 Southampton Street, S.E.5.

A RTHUR CARROLL; 26; tall; qualified; experienced Salesman and Dispenser; 10 years Midland and Lancashire; Manager or Senior; moderate salary; disengaged September 12; excellent references. 54 Collyhurst Street, Manchester.

A S Locum or Assistant; at liberty September 12; male; abstainer; varied experience; excellent references; moderate salary. "Chemist," 142 Hill Lane, Southampton.

A S Manager; thoroughly experienced Chemist; desires responsible position; London or near; highest references. 27/5, Office of this Paper.

A SSISTANT or Manager; qualified; 23; all-round experience; highest reference; moderate salary; disengaged. Jones, 24 Goschen Street, Rhymney, Cardiff.

A SSISTANT, lady (Hall), experienced London and Riviera Pharmacies, also Doctor's busy practice, offers services for the near future. 26/7, Office of this Paper.

A SSISTANT; unqualified; lady; thoroughly experienced Counter, Dispensing, Window-dressing, etc.; Veterinary and some Photography; excellent references. 26/20, Office of this Paper.

A SSISTANT (unqualified) desires change end of September; London district preferred; present berth 3 years; age 23; tall; good all-round experience, Dispensing, Counter and Photography; good Window-dresser; well recommended; excellent references. S. Hallam, c/o E. D. John, 113 Cowley Road, Uxbridge, Middlesex.

A SSISTANT; unqualified; 22; tall; smart appearance; good address; Counter, Dispensing and Photography; excellent references and experience; free September 21. Philp, 20 St. Hilda's Road, Griffithstown, Mon.

A SSISTANT; unqualified; 31; tall; married; 15 years' good experience in Dispensing, Counter and Window-dressing; excellent reference. G. A. Fricker, 6 High Street, Epsom.

A SSISTANT; tall; unqualified; 30 years' experience, Dispensing, Counter, Photography; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham.

A SSISTANT; unqualified; 8 years' experience, London and provincial; Dispensing (N.H.I.), Counter; good references. 29/6, Office of this Paper.

A SSISTANT, unqualified, 24, desires post; 7 years' experience in Dispensing, Window-dressing, Photography, Optical and Counter work; capable of taking charge; good references; disengaged. "Westham," 27/28, Office of this Paper.

A VAILABLE IMMEDIATELY.—Advertiser, who has just completed apprenticeship, desires position as Junior Assistant; age 19½; tall and of good appearance; reference available from present employer. Tucker, c/o Holman, Ham & Co., Ltd., Park Road, Yeovil.

C HEMIST-OPTICIAN, M.P.S., F.B.O.A., J.C.Q.O. 24, desires post in good-class business; own testing set; free September 26. Pape, 21 Talbot Road, London, W.2.

C OMPETENT, experienced Assistant; unqualified; Public School; town or country; 26; height 6 ft.; active and energetic; recommended as honest, sober, reliable; disengaged. L. Flatman, Tregonwell Road, Minehead, Somerset.

D ISPENSER, experienced, qualified, wants post with Doctor or Chemist; whole or part time; North London preferred; moderate salary; 12 years with last firm. McMurray, Clovelly Road, Ongar, Essex.

E NERGETIC Assistant, 34, married, desires change; splendid all-round experience in every branch; used to taking charge; excellent references; unqualified. 25/39, Office of this Paper.

E XPERIENCED Locum; reasonable terms to complete season; from September 13; any county; sole charge, etc.; highest references. "M.P.S.," 86 George Street, Moss Side, Manchester.

F.R.M.S., M.P.S. (through Ph.C.), capable, young, excellent business experience as Manager, desires position of trust; Retail or Wholesale; Sussex (Brighton) or London preferred; interview by arrangement; Locum considered. 28/21, Office of this Paper.

J UNIOR, tall, of good appearance; excellent Counter experience. Please write, K. Billeter, 4 Pennine Drive, N.W.2.

J UNIOR Assistant in high-class pharmacy; good education; apprenticeship served; willing to give time for small remuneration to gain experience, age 21. "Q. B.," 27 Alexandra Road, Twickenham, Middlesex.

J UNIOR, 19, passed Part I, desires situation as Improver; accurate Dispenser; good all-round experience. 27/34, Office of this Paper.

ADY Dispenser (Hall Certificate) requires post immediately; Doctor preferred; commercial experience. Sands, Alexandra, 130 Edgware Road, N.W.

ADY desires post as Assistant Dispenser; Hospital, Institution; Hall qualification; within travelling distance of Brighton. 8 Prestonville Road, Brighton.

ADY M.P.S. requires Locum; whole- or part-time post; excellent experience. "Pharmacist," 252 Elgin Avenue, Maida Vale, W.9.

ADY desires change; Midlands preferred; 9 years' experience in high-class Toilet, Drugs, Photography, Surgical and Window-dressing. 28/17, Office of this Paper.

ADY desires to obtain a position as Saleswoman in a Foot Comfort Service; experienced in Scholls' Appliances; good window-dresser; willing to serve on the Toilet Counter; good references. Apply "O. B.," 62 High View Road, W.13.

ADY (Hall) desires post; excellent all-round experience; competent and reliable Dispenser; capable Counter-hand; disengaged one month after engagement. 27/10, Office of this Paper.

ADY desires post Counter Assistant; experienced good-class business; no dispensing; disengaged; excellent references. 24, Office of this Paper.

OCUM or permanency; 36; Part I; good Dispensing and Counter experience; Photography; single; abstainer; now engaged; steady and reliable; good references. Williams, Wigwen, Bridge Street, Aberystwyth.

OCUM, qualified or unqualified, required immediately. Apply after 10.30, Moss, 72 London Road, West Croydon.

OCUM or Management; not "registered"; over 30 years' experience; used good Dispensing, heavy Panel, Counter, Books, Buyer, Prescriber; easy purchase considered small business. "G.," 130 Scott-Elms Gardens, N.W.8.

ONDON (West or North-West preferred).—Woman, M.P.S., experienced, excellent references, desires permanency. "H.," 39 Hillside, Hay Lane, Kingsbury, N.W.9.

MANAGER or Senior, thoroughly dependable and experienced in all branches of the business, a right-hand man who inspires confidence and is highly recommended, seeks berth in the or future; interview anywhere at any time. March, 10 Milward Crescent, Hastings.

MANAGER, qualified, 55, fully experienced, open for permanency or Locum; town or country. "Chemist," Chelsham Road, Clapham, S.W.4.

MANAGER or Assistant; qualified; abstainer; London or 25 miles radius; moderate salary; speaking French; disengaged; now free. P.C.B. 5/10, Office of this Paper.

MANCHESTER DISTRICT.—Assistant desires permanency in good-class Dispensing business; middle October; height 5 ft. 11 in.; age 22 years (referred Part II); Good Window-dresser and experienced in all branches; Optics. 21/170, Office of this Paper.

M.P.S., experienced business builder, up-to-date all pharmacy requirements, seeks permanent responsible management, residential preferred, where whole-hearted ability would be appreciated; undeniable references. "Metaphor," 29/2, Office of this Paper.

PART-TIME situation required; East London district; Counter or Dispensing; disengaged. 480 Green Lane, Seven Kings, Essex.

PART-TIME (evenings and Saturdays) position required by an Assistant commencing C. & D. Course on September 21. Marshall, 60 Pagnell Street, New Cross, S.E.

PART- or whole-time; many years' experience; good references; S.E. district. Crowther, 18 Elm Road, Beckenham.

PART-TIME, evenings, Saturdays; Student, Part II at Chelsea; reasonable distance school or home. "Urgent," 9 Chamberlayne Road, N.W.10.

PART-TIME (evenings and Saturday); Part II student; eight years' experience all branches; age 23; S.W. preferred, not essential; excellent references. Ruse, 31 Park Avenue North, 8.

PHARMACEUTICAL Chemist desires engagement as an Assistant in pharmacy on the Riviera. 25/24, Office of this Paper.

P.H.C. as Manager; permanency; 28; married; London and provincial experience; undeniable testimonials; free October 3. "Pulvis," c/o Neal (Chemists), Ltd., Bexhill Road, Leonards.

QUALIFIED, 27, married, desires change, Manager or Senior, in busy shop; good all-round experience; near London or Birmingham preferred; free within one month of appointment; moderate salary. 25/17, Office of this Paper.

QUALIFIED, 22, energetic, seeks situation; country and London experience; highest references. Apply Gwynne, 3 High Street, Cardigan.

QUALIFIED lady, well educated, experienced Retail and Hospital, excellent references, open for Locums after September 19, or for permanency; Southern or South-Eastern Counties preferred, not essential; at present locum Birmingham district. 26/12, Office of this Paper.

QUALIFIED lady Chemist desires permanency; experienced all branches; thoroughly capable and reliable; highest references; good personality. 26/17, Office of this Paper.

QUALIFIED lady; 12 years' experience, multiple firm, in City, suburb and provinces; Private experience 1 year; London or Midlands; free October 3. 26/33, Office of this Paper.

QUALIFIED (31), married, requires part-time work from 3 to 8 p.m. daily; £2 10s. Mr. E. Mulville, 23 Sandown Lane, Wavertree, Liverpool.

QUALIFIED, 27, excellent experience company and private pharmacy, desires post as Manager; competent and can be trusted. "Glanrafon," Northfield Road, New Moston, Manchester.

QUALIFIED, Lincolnshire man, age 25, height 5 ft. 11 in., excellent character, good appearance and address, seeks permanency; 9 years' sound Retail experience, Dispensing, Counter, Photographic; at present R.P.U. Locum. Bealby, M.P.S., 23 Cecil Avenue, Wembley, Middlesex.

QUALIFIED man; tall; good appearance; Manager or Assistant; good experience, Dispensing, Windows, Photo, Counter; go anywhere; excellent references. Ranson, 19 Noster Terrace, Beeston Hill, Leeds.

QUALIFIED, 27, tall, 11 years' excellent experience, seeks situation; Manager or Senior; highest references; disengaged. Gatward, 150 High Street, Putney.

QUALIFIED; elderly; part time; Retail, Dispensing, Photographic; disengaged September 12; excellent references. "H.," 18 Westmoreland Road, Bayswater, W.2.

QUALIFIED Manager; married; all-round experience; highest reference; disengaged September 12. Dunning, 53 Stanfield Road, Bournemouth.

QUALIFIED Chemist and Optician, F.S.M.C., 26, tall, desires suitable post as Manager or Assistant; excellent experience and references. 29/17, Office of this Paper.

RALPH SMITH, 22 (Part I), desires temporary engagement; highest references; wide experience. 19 Grosvenor Road, Wrexham.

RELIEF.—Reliable Managing Assistant available for Tuesdays and Thursdays or by arrangement; 30 years' experience; retaining present berth. J. E. Franklin, 67 Finborough Road, S.W.10.

S. J. COLEY, LTD., wish to recommend their late Assistant S. (now qualified); age 25; 7 years' experience. Replies to Garraway, Selsley, Stroud, Glos.

SHEFFIELD DISTRICT.—Qualified; young; married; Manager or Assistant; accustomed to busy Counter and Dispensing; excellent all-round experience. 25/35, Office of this Paper.

SQUARE Prizeman, young, keen, energetic, good, quick Dispenser, requires situation until end of October or for shorter period; free now. "M.P.S.," 73 Gunnersbury Avenue, W.5.

SMALL salary accepted by elderly, qualified Chemist with long and varied experience, abstainer, active, and thoroughly reliable, for permanency with house accommodation. "Chemist," 71 Wilford Road, Ruddington, Notts.

SMART unqualified Assistant (24) requires responsible position; 8 years' varied experience; prize Window-dresser, neat and accurate Dispenser, keen Salesman; free September 26. Lionel Taylor, 31 Cumberland Street, Cardiff.

TYNESIDE.—Qualified (1926); exceptional experience; highest references; available week-ends or odd evenings; interview or details with pleasure; no obligation; your extra help this winter? 166 Northbourne Street, Newcastle-on-Tyne.

UNQUALIFIED; 26; first-class Dispensing experience, City, West End and country; good references. C. Hunter, 7 Redburn Street, S.W.3.

UNQUALIFIED; 30; experienced high-class Dispensing, N.H.I., Counter, Window-dressing, Photo; last post managing assistant. L. Lamprey, 2 St. George's Place, Upper Bristol Road, Bath. Tel.: 3765.

UNQUALIFIED; 3 years' Retail, Panel Dispensing, Counter, Window, Prescribing, Photography; age 20; 5 ft. 9 in. "Statim," 91 Stamford Hill, N.16.

CLEAR OUT—your Old or Damaged Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

UNQUALIFIED, 27, married, qualified Optician, F.S.M.C., J.C.Q.O., desires position in London or provinces with Chemist-Optician; experienced. 25/27, Office of this Paper.

UNQUALIFIED Assistant, age 25, requires situation anywhere; good references; moderate salary. "G.", 50 Rutland Park, Sheffield.

UNQUALIFIED Assistant (27) desires position in Liverpool or Manchester district; present position three years; well recommended; 10 years' experience, Dispensing, Counter, Photographics, etc. "J. R.", "Link View," Morta Road, Penrhyn Bay, Llandudno.

UNQUALIFIED; 28; 12 years' first-class experience, Dispensing, Counter and Windows; free September 21; go anywhere. Lowe, 27 Merton Hall Road, Wimbledon.

UNQUALIFIED; 20 years' experience in Dispensing, Counter and Photography; disengaged October 1; Locum accepted. Harris, 40 St. Leonards Road, Weymouth.

YOUNG lady (Hall) desires post with Doctor; London or Cardiff preferable. H. E. Thomas, "Penarwel," Llandyssul, Cardiganshire.

WHOLESALE.

A CAPABLE, unqualified man, age 25, excellent Retail experience, desires situation in Wholesale; any progressive post. 26/40, Office of this Paper.

A PERFUMERY Chemist (M.P.S.), highly experienced in manufacture of all classes Toilets and Perfumery, seeks situation, preferably with London Wholesale House; good organiser; exceptional references; very moderate salary. 25/40, Office of this Paper.

A SSISTANT, unqualified, desires situation, Manufacturing, Laboratory, Salesman; 5 years' West-End Retail experience; age 22. Gerrard, 42 Park Avenue, Wood Green, N.22.

A REPRESENTATIVE, with strong extensive connection whole of London Chemists and Hairdressers, has excellent proposition for a good Drug and Sundries House; proof of salesmanship and own car. Particulars, 25/40, Office of this Paper.

A REPRESENTATIVE, experienced Patents, Drugs, Toilets, connection London Chemists, Doctors, etc.; requires engagement with well-known House. 28/15, Office of this Paper.

B.PHARM. (lady), Gold Medallist, seeks appointment with Manufacturing Chemists or Food and Drug Analysts; Birmingham district; Microscopy, Assaying. Chapman, 161 Crockett's Lane, Smethwick.

D ESIRE change; energetic and ambitious; willing to represent any branch of trade; qualified (25). 24/20, Office of this Paper.

G ENTLEMANLY Assistant desires to obtain post with Wholesale firm where by ability and hard work there is scope to make headway; splendid experience in Retail trade; excellent references. 25/390, Office of this Paper.

G OOD side lines wanted by Traveller with sound established connection, Chemists and Stores; South Wales and adjoining territories. "D. H.", 26/15, Office of this Paper.

N ORTHEN COUNTRIES.—Experienced Salesman, with good connection on this ground, desires to represent established House; moderate salary. 28/18, Office of this Paper.

R EPRESENTATIVE (shortly disengaged), valuable Chemists' connection in South-Eastern and Western Counties, to good house; permanent engagement desired; salesmanship and propaganda on neglected ground a speciality; good appearance and address; own car; salary and expenses basis; locate anywhere. "Recto," 25/36, Office of this Paper.

S ITUATION wanted as Warehouseman or man about Warehouse; age 21; single; had good experience with Drugs and Sundries; excellent references from present employers. James Wilkie, 52 Wear Street, Sunderland.

S MART Retail Salesman desires berth; Representative or Showrooms, Toilet, Pharmaceuticals, Sundries; 28; tall; good appearance. 9 Manor Road, Wallington, Surrey.

S UBSTANTIAL investment in return for executive position of scope. Young Public Schoolman, with valuable business and administrative experience, plus Pharmaceutical training, desires to join wholesale house, manufacturing concern, or chain of shops. 29/20, Office of this Paper.

T RAVELLER of exceptional experience and personal connection Yorkshire, ten years' noted Proprietary House, desires one more line. 28/13, Office of this Paper.

W ORKING Foreman, young, seeks situation; 20 years' good all-round experience; Manufacturing Pharmaceutical and Toilet Preparations, etc. "L. B.", 51 Farmilo Road, Leyton, E.17.

Y OUNG, energetic, competent, 10 years' Wholesale and Retail experience, seeks position with Wholesale House. 26/2, Office of this Paper.

MISCELLANEOUS.

A PHARMACY, fitted with reconditioned 5-ft. Showcase front Counter, 9-ft. Druggitting with mahogany-fronted Drawers, 4-ft. mahogany Wall Showcase, 4-ft. 6-in. mahogany Dispensing Screen, drawers at back, mahogany Perfume Case and Desk, 260 the Set. Many other Sets in stock to suit any shop. Call and make your selection. Upright and Flat Counter Cases, Silent Salesmen, All-glass Counters, Display Stands, Swan-neck and Pear-shape Carboys, Recessed Label Shop Rounds, Electric Signs, Check Tills, etc., cheap. RUDDUCK & CO., 219 Old Street, London, E.C.1.

C HEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

C HEMISTS' FITTINGS.—Complete set in mahogany. Complete Druggittings, 14 ft. long and 10 ft. long, 36 drawers; Wallcase, 8 ft. long; Serving Counter, case front, 10 ft. long; Dispensing Screen, mirror centre, 7 ft. long; two 4 ft. Nests Counter Drawers; cheap to clear; also set in polished oak. Sketches by return. GEORGE COOK, The Working Shop-fitter (over 40 years' experience), 27 Macclesfield Street, City Road, E.C.1.

F IRM of Chemists, with rooms and staff available, are open to Manufacture, Pack or Distribute Proprietary or other goods on mutual terms; representation covering London can be arranged; own line Photographic. Apply Principal, 307 Uxbridge Road, Acton Hill, W.5.

S HOP-SOILED SECOND-HAND SHOP FITTINGS.—A quantity in stock at bargain prices. Send your requirements to PHILIP JOSEPH & SONS, LTD., 90/2, St. John Street, Clerkenwell, E.C.1. "Pharmacy Fitters for Over a Century."

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. 40-page Catalogue on request. D. MATTHEWS & SON, "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

FOR DISPOSAL.

39 DOZEN empty Wood Shaving Bowls with aluminium lids, new, small size, cheap. 44 Wickham Way, Beckenham.

SOUTHALLS SET, based, 1914 Pharmac. Minor Books, Notes, £5 or best offer. Klein, 53 Hillside Road, South Tottenham, N.15.

THE YEAR BOOK OF PHARMACY, complete, from Vol. 1 to Vol. 61, 1931, with 3 indexes. What offer? 26/34, Office of this Paper.

AUTOWAY PERSONAL WEIGHING MACHINE; National Cash Register, oak finish, adds total, prints details, £1 19s. 11d.; Oak Roll Top Trial Case, fitted, little used; airtight mahogany Show Case, 4 ft. long, 2 ft. wide, 3 ft. high, two mirror doors, top and sides and two shelves plate glass. Details, 28/10, Office of this Paper.

WANTED.

5s. RINEX. State quantity, condition and price. 25/8, Office of this Paper.

BULK ENGLISH HONEY; any quantity; good price offered. Hart, Chemist, Grimsby.

REQUIRED, second-hand Counter, Showcases, Glass Shelves, Utensils, Books, Mortar to hold 7-lb. or over, etc., etc. D. Sturton, 40 Highworth Avenue, Cambridge.

GOWET, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including B.P., Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books, Materia Medica Collections.